

CHARACTER ANALYSIS BY THE
OBSERVATIONAL METHOD

Character Analysis

BY THE
OBSERVATIONAL METHOD



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Lesson XVI—SAMPLE ANALYSES

*Lesson XVII—DISEASE, CRIME, INSANITY AND
OTHER DEFICIENCIES*



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LESSON SIXTEEN

SAMPLE ANALYSES

INTRODUCTION

The making of a scientific and complete character analysis of a human being begins with a careful record of all possible data.

For this purpose we have found it convenient to use the Analysis Blank which accompanies Lesson Nine in this course of instruction.

If the analysis is made from the subject, the observations are checked as "personal"; if from portraits, "photographic."

In nearly all cases the most satisfactory analyses are personal. There are some analysts, however, who draw more accurate conclusions from photographs. Personal contact and conversation with the subject arouse likes and dislikes, sympathies and prejudices in some responsive people. These emotions interfere with accurate observation and cloud the scientific, judicial, mental attitude which is essential to correct conclusions.

The sample analyses given in this lesson are all from photographs. Some of the subjects are known, by reputation at least, to most of our students.

In making these analyses we have, as far as possible, dismissed from our minds everything we have heard or read in regard to the subjects and have

tried to set forth only that which is revealed in the photographs, according to the laws and principles laid down in the preceding lessons of this course.

In your study of these analyses we ask you to dismiss from your mind, as completely as you can, any preconceived ideas you may have in regard to any of these subjects.

First study the photographs carefully. It will be good practice for you to fill out an analysis blank on each one yourself before studying the analyses. Then, by comparison, you will be able to check up and correct your own observations and conclusions.

Then compare your own analyses, point by point, with those here given and with the photographs.

As far as possible, I have given you the reason for each of my deductions, telling you where to look for the indications in the photographs.

This lesson will repay your very careful study. Compare the indications of the variables in these subjects with similar indications in people you have an opportunity to study. Trace the similarities in character and disposition. Observe differences in individuals who are similar to these in some variables and different in others. Note and verify both similarities and differences in character. In other words, learn what certain variations mean as they occur in different combinations.

ANALYSIS OF R. F. BURNHAM

COLOR

Mr. Burnham's color, being markedly brunet, indicates that he is of the constant, conservative, non-combative, serious, intense type.

Mr. Burnham shows these qualities, perhaps, most strongly in the way in which he bears responsibility. He takes his work and its requirements seriously. He is inclined to be anxious and perhaps even depressed if for any reason he feels that he is not meeting all of his responsibilities adequately.

It is because of this strong feeling of responsibility that he is prudent in all that he says and does, watchful of all matters under his charge, careful, and even shows some inclination to be apprehensive lest he should fail at any point or lest circumstances not under his control should cause trouble to him or those dependent upon him.

Mr. Burnham's color also indicates a love of nature, children, animals, and pets. With proper opportunity Mr. Burnham naturally surrounds himself with those who look to him for care, affection, protection and sustenance. He meets all of these expectations.

The intensity of Mr. Burnham's nature shows itself in his strong likes and dislikes, not only for people but also for places and things.

I have said that Mr. Burnham is non-combative. This shows itself in his desire to avoid trouble and controversy. He greatly dislikes not only controversy between himself and others but inharmony and clashing interests among those with whom he is associated. For this reason he is a natural adjuster and arbitrator of differences between himself and others and between those in whom he is interested.

Mr. Burnham shows his conservatism by his unwillingness to take chances. He prefers moderate returns with safety to the opportunity for making big returns with considerable element of risk.



R. F. Burnham.



P. F. Burnnam.



R. F. Burnham.



R. T. Burnham's
hands. (Palms.)



R. F. Burnham's
hands. (Backs.)

Analysis of R. J. Burnham Sex m
 Address
 Nationality American Occupation Manager Date of birth—Year 1877 Month Aug Day 14

OBSERVATIONS { Personal
 Photographic. ☒

Color { Eyes 70+ Forehead ++
 Hair h. s. Eyes h. s.
 Skin h. s. Nose h. s. Size { Height 5' 11" Structure { Mental 3
 Beard h. s. Mouth h. s. Weight 215 Motive 2
 Chin h. s. Vital 1

Texture fine ++ Consistency { Hard
 Elastic
 Soft
 Flabby Flexibility { Rigid
 Elastic. ☒
 Biable. ☒

Body { Masculine
 Feminine. ☒
 Proportion: { Energy 2
 Vitality 1
 Endurance 3
 High. h. s. Low
 Wide. h. s. Narrow
 Head { Long. h. s. Short
 Round h. s. Square h. s.
 Cranium { Base 2 Round. h. s.
 Middle. 1 Square. h. s.
 Top. 3 Wide. h. s.
 Front. 1 Narrow
 Cranium { Temporal. 4 Prominent upper
 Crown. 2 Prominent lower ++
 Back. 3 Wide above
 Wide below

Expression marvelous friendly modest
 Condition: Health h. s. Body h. s. Clothes h. s. Hands h. s. Mouth h. s.

Hands { Square
 Spatulate
 Conical
 Philosophical
 Psychic
 Elementary
 Fingers { Long
 Short h. s.
 Knotty
 Smooth
 Square tips. h. s.
 Conical tips.
 Pointed tips.
 Spatulate tips.
 Thumbs { Long
 Short
 High set.
 Low set. h. s.
 Square
 Conical
 Pointed
 Spatulate
 Broad
 Paddle
 Clubbed
 Elementary

Mr. Burnham has all of the brunet tendencies toward anxiety and worry. These emotions are very likely to cause him to be depressed and melancholy at times, although when free from anxiety he is of a cheerful disposition.

FORM

Forehead.—Mr. Burnham's forehead is very strongly convex. This indicates a keen, observant, alert, practical, analytical type of mind. There is doubtless very little occurs within the range of his senses which escapes his observation. He probably sees a great many things which those around him do not suspect he sees at all. His observation of people is exceedingly close and accurate, and there are very few details in the appearance of the persons he meets which he does not see and remember.

Mr. Burnham's intellect, being of the observant type, demands facts. He must be shown. Because he does not stop to reflect and philosophize about the things he sees, his intellect works with almost lightning-like rapidity. His perceptions are so keen, so accurate and so quick that he reaches his conclusions with marvelous alacrity. He cannot always, however, give the reasons for his conclusions. In fact, he does not reason; he simply *sees*. But he sees so extraordinarily well that his conclusions are usually accurate.

Mr. Burnham's whole mental attitude is practical. He is not interested in mere theories and abstractions. Nor does he waste any time dreaming about impractical and impracticable schemes or plans. His question in regard to every proposition is, "Will

it work? " And, unless he can actually see that it will work, he is not interested in it.

Mr. Burnham's excellent powers of observation give him a splendid memory for names, faces and places. He is also a good judge of size, form, distance and proportion. These qualities would enable him, with training, to shoot accurately or to play games of skill, such as billiards, tennis or golf, with good judgment as to placing, etc.

Because of his intensely practical mind, Mr. Burnham is inclined to be skeptical, unless he is shown the actual facts. He does not accept mere statements at their face value, and arguments which cannot be backed up by facts do not appeal to him.

Because of his good observation and other qualities which will be named later, Mr. Burnham has the ability to be an excellent character analyst.

The Eyes.—Mr. Burnham has fairly convex eyes. These indicate considerable development of the convolution of Broca, and therefore considerable facility in the use of language. This, coupled with Mr. Burnham's keen powers of observation, enables him to express in a word or two the essential facts in regard to any person or proposition. It also gives him a certain amount of volubility, so he is what is called a "good talker." His excellent powers of observation make his conversation at times rather keen in its discrimination.

Nose.—Mr. Burnham has a moderately convex nose, which is an indication of considerable energy. This energy does not take the form of aggressiveness, however, but rather of quiet industry. Coupled with his careful, painstaking, dependable qualities, this makes him a very valuable man in any

capacity, where industry and dependability are required.

Mouth.—Mr. Burnham's mouth is plane. This is one indication of a pleasant, agreeable and diplomatic disposition. These qualities and others, coupled with industry and practical sense, enable Mr. Burnham to handle people well in some such line of work as salesmanship. In selling, however, Mr. Burnham would probably have to handle some definite, tangible and rather staple commodity, as he lacks the aggressiveness and the imagination to sell intangible or special articles.

Chin.—Mr. Burnham has the plane chin, which indicates a fair degree of deliberation in action. His mind is so quick that Mr. Burnham almost never blunders into things impulsively. His natural prudence, watchfulness and carefulness also prevent his making impulsive errors in either speech or action.

SIZE

Mr. Burnham is somewhat above medium height, being 5' 11" tall, and weighing 215 pounds. He is therefore rather large in size. This would indicate good-nature, calmness, and slowness to anger. These qualities are also shown by Mr. Burnham's color and by the form of his nose, mouth and chin.

STRUCTURE

In Mr. Burnham's organization the digestive system predominates slightly over the brain and nervous system and the bony and muscular system. This predominance, however, is very slight, and

Mr. Burnham represents a very fair degree of balance among the three.

This vital element makes him fond of the good things of life. He has an excellent digestion and the good nature and physical and mental comfort which accompany such a blessing. The excellence of Mr. Burnham's digestion is also shown by his plane mouth, full cheeks and rotund body. Mr. Burnham has good financial judgment and is a good executive.

The motive element indicates a love of freedom from restraint, a love of movement and a goodly amount of mechanical appreciation. Mr. Burnham probably enjoys driving an automobile and may have some skill in adjusting and repairing the machinery.

Because of his somewhat non-combative nature and vital element, Mr. Burnham probably is not very fond of athletic sports. The strong admixture of the vital element in his organization would also incline him to riding rather than to more strenuous forms of motion.

Mentally Mr. Burnham is very keen and alert, as shown by the convex form of his forehead. His intellect deals with practical things and is inclined to be even more active than his body.

TEXTURE

Mr. Burnham's texture is very fine, which indicates natural refinement, sensitiveness to impressions, responsiveness in his association with others, a great love of beauty, refinement, cleanliness and elegance in his surroundings, and a distaste for hard, rough, coarse manual labor.

On account of his fine texture Mr. Burnham is very greatly influenced by his surroundings. He is brunet enough to be depressed and downcast if his environment is not suitable, but is very happy and cheerful if in the right environment under right conditions.

CONSISTENCY

In consistency Mr. Burnham is soft-elastic. Here again we find another indication of a certain distaste for hard physical labor; also another indication of impressionability and sensitiveness to environment.

In dealing with any material thing Mr. Burnham will prefer not only that which is fine but that which is somewhat soft in consistency, rather than that which is heavy and hard. For example, he would very much rather deal with foods or clothing than with stone, iron or steel.

FLEXIBILITY

Mr. Burnham is pliable-elastic in flexibility. This indicates a certain degree of adaptability and versatility. Notwithstanding his brunet color, Mr. Burnham probably could make a success of any one of several different lines of endeavor. His adaptability enables him to mix on easy, even terms with almost any class of people. There are other variables to be mentioned later which influence this conclusion.

PROPORTION

Body.—Mr. Burnham has the rather rounded, tapering, feminine characteristics of body—the long

trunk, short legs, soft-elastic consistency and pliable-elastic flexibility.

It is this tendency to the feminine that gives Mr. Burnham his intuitive powers, his refinement, his sensitiveness, his responsiveness. In this is one of the indications of his natural sympathy, which is very strong, so much so that Mr. Burnham cannot bear to look on suffering, either of persons or animals.

Feminine characteristics are also one indication of a strong love nature, especially one which turns to children, animals and pets.

Feminine characteristics are also seen in Mr. Burnham's adaptability, his hypersensitiveness and his non-combativeness.

Face.—In Mr. Burnham's face there is a very even balance among the nose, mouth and chin sections, with the mouth section, perhaps, very slightly in the ascendancy. This verifies our observation that in his type of structure the vital element leads; also our observation on the form of nose, mouth and chin.

Head.—Mr. Burnham's head is high, especially in the crown. This is an indication of his ambition and aspiration.

His head is medium wide, indicating a fair degree of energy.

His head is also long. This indicates his intuitive powers, his natural tendency to look into and provide for the future, and his strong love nature.

Mr. Burnham's head is round in front and square behind. The roundness in front indicates quickness and keenness of intellect, while squareness behind indicates his cautiousness, his prudence, his apprehensiveness and tendency to anxiety, thus verifying

the observations we have made with reference to color.

Cranium.—Mr. Burnham's cranium is especially well developed in the middle division. This tallies well with our previous observation in regard to his material, practical type of mind. He is keen in noting differences and resemblances between things and ideas. He has therefore considerable talent in the way of salesmanship and is also a good buyer. He is very fond of people. In short, he is chiefly interested in the universe about him and has the ability to accomplish much in the material, external affairs of life.

The base of Mr. Burnham's cranium comes second, which is a balanced development and indicates proper appreciation of his own physical condition, his ability to maintain it, his accurate judgment of size, form, proportion and distance, his mechanical ability, his love of the good things of life, and in general his vital tendencies.

The frontal section of Mr. Burnham's cranium leads in development. This is another indication of the strong development of the subject's intellectual faculties, especially along practical, material lines.

Next in development is Mr. Burnham's crown, which indicates again his qualities of prudence, devotion to duty, discretion and firmness.

Third in development comes the back section of the head, indicating a love of people, sociability, ability to mix with people, success in salesmanship, and a love of children, animals and pets.

The temporal section of our subject's head is somewhat deficient. This is another indication of his natural skepticism, moderate powers of imagina-

tion, and somewhat deficient faith and optimism.

Forehead.—Mr. Burnham's forehead is medium round. The constructive elements are therefore fairly well developed. It is wide above, indicating idealism, a keen sense of humor, and strong sympathies. This width of forehead also indicates a broad mind, which is in accordance with our previous observation in regard to his adaptability and versatility.

Mr. Burnham's forehead is very much more prominent below than above, which is in accordance with our observation of it and its indications under the heading of Form.

EXPRESSION

The expression of Mr. Burnham's face is friendly and mirthful, which accords well with our observation of him as being of the friendly, adaptable type, with a keen sense of humor.

CONDITION

The condition of our subject's health is good. The condition of his body is good; while the clothes, hands and mouth show carefulness, dependability and sensitiveness to environment.

HANDS

Mr. Burnham's hands are conical, which is in keeping with his sensitive, refined, sympathetic nature; also with his intuition and other feminine qualities, as well as with his distaste for hard physical labor.

The comparatively short fingers indicate a distaste for detail, which is also in accordance with Mr. Burnham's rather broad mind, his generosity, and his sympathetic, kindly nature.

His fingers are also smooth—another feminine characteristic, one which accords with what we have already learned regarding his responsiveness, sensitiveness, and intuition.

The tips of the fingers are medium square, an indication of practicality and fondness for movement and travel.

Mr. Burnham's sensitive pads on the inside of the tips of his fingers are unusually well developed. This is another indication of his sensitiveness and responsiveness.

The thumbs are fairly long and low-set, indicating the strong will also shown by the high crown. Observe also the plumpness of the hands, which is in accordance with the development of the vital element. The fact that the thumbs are low-set indicates Mr. Burnham's excellent judgment, sympathy, kindness, generosity, common sense and determination.

COMBINATIONS

The attention of the student is especially called to the striking manner in which the different variations under the nine variables corroborate one another's indications in this subject; also to certain modifications.

While Mr. Burnham is brunet in color, he has the convex rather than the concave forehead, so that he expresses his static, conservative, constant forces

in a practical, matter-of-fact way, rather than in a meditative, dreamy, imaginative, philosophical way as would be the case if he had the typical concave upper, convex lower form of profile.

The moderate energy indicated by the slightly convex nose is also reflected in the soft-elastic consistency.

With his somewhat feminine type of body, Mr. Burnham would be exceedingly feminine had he the feminine form of countenance—the concave upper, convex lower. The convex upper, plane lower form of his profile indicates a considerable admixture of the masculine qualities and adds to the exceedingly well-balanced nature of his mental and physical organization.

Mr. Burnham's plane mouth, with its upturned corners, indicates more cheerfulness and playfulness of disposition than might be expected in one so heavily pigmented.

RECOMMENDATIONS

In the choice of a vocation Mr. Burnham should be guided, first of all, by the intensely practical nature of his mind and should not undertake work which would require any very great knowledge along theoretical lines. Nor should he undertake work in which he would be required to convince others of the correctness and value of theories. He ought also to be engaged in work which would bring into play his unusually well-developed powers of observation, work in which intuition (so-called, which is really nothing but unusually keen, quick and discriminate observation) plays a prominent part.

Mr. Burnham is well adapted for a vocation which requires carefulness, good judgment, prudence and dependability. He ought by all means to engage in a vocation which will bring him into contact with people. His friendliness, his sympathy, his responsiveness, his ability to analyze character, and his practical judgment all indicate that he ought to deal with his fellow men.

Some vocation in which a certain degree of mechanical sense is involved would also suit Mr. Burnham very well.

Naturally, our subject ought not to engage in any vocation which would require hard physical labor or which would take him into coarse, crude, grimy environment.

In view of all the foregoing, it is clear that Mr. Burnham is a natural producer and manufacturer, dealing with fine materials or machinery. He would also be a careful and conservative buyer or purchasing agent.

Perhaps best suited to all of his natural talents is the vocation of employment supervisor. Here his quick, intuitive judgment of people, his ability to get along with them, his prudence and carefulness, his dependability, his ability to understand mechanics, and thus to analyze the different positions he would have to fill, would all be of great value to himself and his employer. His ready sympathies would also enable him to undertake and handle successfully the so-called welfare feature which would be included in his work as employment supervisor. In point of fact, Mr. Burnham has been successful, as manufacturer, buyer, and salesman, and as an employment supervisor.

ANALYSIS OF EDWARD F. HILL

Mr. Hill is a pronounced blonde; eyes, hair, skin and beard all being about thirty on the color scale. He therefore has all of the hopeful, optimistic, creative, changeable, variety-loving, spasmodic characteristics of the typical blonde.

His gentle emotions are easily aroused and as easily evaporate. His nature is therefore mild instead of intense. He adapts himself easily to changes. He cherishes no resentments.

Mr. Hill also follows the tendencies of the blonde in his lack of carefulness, his deficiency in prudence, his neglect of caution, and in his lack of application. He finds it very difficult to persist in any one line of endeavor until he has made a success of it. He is very easily turned aside by the intervention of new interests or merely because he grows weary.

For reasons which will appear a little later, Mr. Hill lacks the courage, aggressiveness, self-confidence and domineering qualities which are frequently found in the normal blonde. These modifications of type are well indicated by variations in some of the other variables, as will be pointed out.

FORM

Forehead.—Mr. Hill's forehead is convex, although not so strongly convex as Mr. Burnham's. The development of the forehead at the brows is not so pronounced as in Mr. Burnham's case, and there is relatively more development above.

Mr. Hill, therefore, while of the observant type, does not have nearly so keen observation as does



Edward F. Hill.



Edward F. Hill.



Edward F. Hill.



Edward F. Hill's hands.
(Backs).



Edward F. Hill's hands.
(Palms).

OBSERVATIONS

Analysis of Edward Francis Hill Personal ☒ Photographic ☐
 Address..... Sex M
 Nationality Am - Eng Occupation Bookkeeper Date of birth—Year 1889 Month March Day 24

Color	Eyes <u>30</u>	Form	Forehead <u>1</u>	Size	Height <u>5'9 3/4"</u> Weight <u>156</u>	Structure	Mental <u>1</u>
	Hair <u>11</u>		Eyes <u>1</u>				Motive <u>2</u>
	Skin <u>11</u>		Nose <u>1</u>				Vital <u>3</u>
	Beard <u>11</u>		Mouth <u>1</u>				
			Chin <u>1</u>				

Texture <u>Fine Hair</u>	Consistency	Hard <u>1</u>	Flexibility	Rigid <u>1</u>
		Elastic <u>1</u>		Elastic <u>1</u>
		Soft <u>1</u>		Pliable <u>1</u>
		Flabby <u>1</u>		

Proportion:	Body	Masculine <u>1</u>	Cranium	Base <u>3</u>	Forehead	Round <u>1</u>	
		Feminine <u>1</u>		Middle <u>1</u>		Square <u>1</u>	
		Face		Energy <u>1</u>		Wide <u>1</u>	
		Vitality <u>3</u>		Top <u>2</u>		Narrow <u>1</u>	
Head	Endurance <u>3</u>	Front <u>1</u>	Cranium	Temporal <u>2</u>	Prominent upper <u>1</u>		
				High <u>1</u>		Crown <u>3</u>	Prominent lower <u>1</u>
				Wide <u>1</u>		Back <u>4</u>	Wide above <u>1</u>
				Long <u>1</u>		Round <u>1</u>	Wide below <u>1</u>

Expression Startled
 Condition: Health 1 Body 1 Clothes 1 Hands 1 Mouth 1

Hands	Square <u>1</u>	Spatulate <u>1</u>	Conical <u>1</u>	Philosophical <u>1</u>	Psychic <u>1</u>	Elementary <u>1</u>	Fingers	Long <u>1</u>	Thumb	Long <u>1</u>
								Short <u>1</u>		Short <u>1</u>
								Knotty <u>1</u>		High set <u>1</u>
								Smooth <u>1</u>		Low set <u>1</u>
								Square tips <u>1</u>		Square <u>1</u>
								Conical tips <u>1</u>		Conical <u>1</u>
Pointed tips <u>1</u>	Pointed <u>1</u>									
Spatulate tips <u>1</u>	Spatulate <u>1</u>									

well developed sensitive pads.

Mr. Burnham. He does, however, see accurately and well and generally observes most of what goes on around him.

The type of subject's intellect is analytical and practical. He is more interested in facts and their workings than in theories. His intellect is keen. He is quick in thought and average in intelligence.

Mr. Hill has a fair degree of critical judgment. He is able to discriminate rather keenly between things which differ in minor ways and to note slight resemblances between things which seem to differ considerably. He therefore has a keen and clear understanding of practical matters and learns quickly and readily. He is interested in scientific knowledge and probably seeks to add to his learning along scientific lines.

Eyes.—Mr. Hill's eyes are plane. He therefore has a very good command of language and, when at ease, expresses himself well. On account of other qualities, however, he suffers considerably from self-consciousness and diffidence. He is also somewhat nervous, and therefore often fails to express himself as well as he is able. He has, however, the power to acquire a very good vocabulary and to use it with intelligence and discrimination.

Nose.—Subject's nose is quite strongly convex. He therefore has considerable energy which, on account of his blond coloring, he expends in a very spasmodic way. His nose, however, is not particularly prominent just above the tip, and therefore does not indicate great aggressiveness or combativeness. Mr. Hill is liable to the blonde-convex fault of expending his energy too rapidly and oftentimes wastefully.

Mouth.—Mr. Hill's mouth is of the convex type, and he is therefore rather quick and impulsive in speech.

This man has a fair condition of health, at present being but twenty-six years old, but unless he takes considerable care of his digestion he is likely to have trouble with it in the years to come.

Chin.—Mr. Hill's chin is distinctly convex. He is therefore quick to act, impulsive, spasmodic, and not particularly rugged physically.

One of the most striking indications of this convexity of chin in the disposition is a deficiency in courage. This partially explains Mr. Hill's timidity, self-consciousness, deficiency in confidence in himself, and lack of application.

Subject has not sufficient courage of his convictions. He is therefore too easily led and yields too readily to the influence of stronger natures.

It is partly the deficiency of courage, indicated in the convex chin in Mr. Hill's case, which makes him unaggressive, timid and diffident, notwithstanding his convex nose and convex mouth. All of these characteristics would not, perhaps, be so strongly marked in our subject were it not that other variations, to be noted later, indicate the same traits.

SIZE

Mr. Hill is of approximately medium size. He is therefore a pretty good balance between the calm, easy-going, good-nature of the big man and the intense, emotional, irritable, fiery disposition of the little man.

STRUCTURE

Mr. Hill's brain and nervous system are seen to predominate over the bony and muscular and the digestive systems. He is therefore very much better fitted for mental than for physical work.

He is naturally refined and delicate in build. He dislikes hard manual labor and has not the constitution to endure it. It is very dangerous for an individual of his type to grow up without sufficient intellectual training to make his living in intellectual pursuits. He is unfitted for manual labor and, with his emotional, spasmodic, timid disposition, he is likely to find himself in a serious situation unless he is well trained.

The strong development of the mental and nervous system in this man indicates that his energy—as shown by his convex nose—will be expended along mental lines rather than physical.

The motive element, indicated by the development of the bony and muscular system, comes next. This, however, is not very strongly marked in the present case, although some evidences of it are seen in the slight tendency to squareness in the face and hands. This motive element, however, shows itself in a considerable desire for change and movement rather than in any marked ability along mechanical lines.

The vital element is subordinate, although not greatly deficient. Mr. Hill, however, shows a subordination of the vital element by his poor financial judgment and a lack of appreciation of justice.

TEXTURE

Mr. Hill's texture is fine, as might be expected in one of the distinctly mental type. This is another indication of his emotionality, his dislike for hard physical labor, his responsiveness, and his natural refinement.

Subject would never be happy handling coarse, crude materials or machinery or working in the midst of rough, unlovely environment. This fineness of texture, with the rather expensive tastes which it always indicates, is another dangerous element in a man of the mental type, unless he is sufficiently educated to earn his living by intellectual work.

CONSISTENCY

In consistency Mr. Hill is soft-elastic. He is therefore impressionable, adaptable, easily influenced, and lacking in that rugged, driving energy which accomplishes things in spite of obstacles.

This is in accord with his deficiency in courage, as shown by his convex chin; also with the emotionality, indicated by his blonde color. It is also in accord with his mildness and unaggressiveness.

FLEXIBILITY

Subject is pliable-elastic in flexibility. This accords with the indications of versatility, as shown by his blonde color. It also indicates, together with blondness, adaptability, changeableness, pliability, and his tendency to be too easily influenced and persuaded.

PROPORTION

Body.—With all of the qualities in mind which we have assigned to Mr. Hill in the foregoing, it is only to be expected that we shall find his proportion of body to be distinctly feminine. In his emotional nature, his mildness, his unaggressiveness, his timidity, his refinement, his impressionability and adaptability our subject manifests his feminine tendencies.

Face.—The energy section of Mr. Hill's face leads. He has the long, comparatively narrow nose section, which indicates energy spasmodically expended.

Next in order is the vitality section. True to his blonde type, Mr. Hill recuperates rapidly and, notwithstanding the rather unreliable digestion, indicated by his convexity of mouth, may add considerable weight to his physique as the years go by.

The chin section of Mr. Hill's face is deficient, which indicates a deficiency in persistence and courage.

Head.—His head is only medium in height. While therefore he is somewhat ambitious and aspiring, his ambitions and aspirations are usually practical and material rather than spiritual and ethical.

Mr. Hill's head is narrow. Here we have a verification and corroboration of our observations as to mildness, good-nature, unaggressiveness, lack of courage, and lack of financial judgment. Subject gains his points rather by indirection and non-resistance than by fighting aggressiveness. He is obedient, almost to the point of servility. He is respectful and easy-going.

Mr. Hill's head is long but its length is nearly all in front of his ears. While the back appears long, it is narrow. (See Lesson Eight, page 23.) This length therefore indicates the intellectual, logical, reasoning faculties rather than those of pre-vision, friendliness, and the ability to deal with people indicated by the head long both in front and back.

This man's head is distinctly round. He is therefore spasmodic, impulsive, careless, and lacking in caution and prudence. This is fully in accord with what we have observed in other variables.

Cranium.—The middle division of Mr. Hill's cranium predominates. By this is indicated his tendency to live upon the practical, material plane.

The top division comes second and is more developed in front than at the crown. This is another indication of a cheerful, hopeful, optimistic, credulous nature. It also indicates sympathy, generosity, respectfulness and obedience.

The base division of Mr. Hill's cranium comes third but is not deficient, especially in front of the ears. Subject therefore, as we have already stated, has fair powers of observation and also a fair degree of vitality.

The frontal section of Mr. Hill's head is the best developed of the four sections. This verifies our previous observation, that he is clearly of the mental type and that his strongest and best asset is his intellect.

The temporal section comes next in development. By this is plainly indicated his imaginativeness, his sympathy, his generosity, hopefulness, and his respectfulness. Since Mr. Hill's head is narrow, the sides of the temporal section are not well developed,

which is an indication of his deficiency in financial judgment.

The crown section of subject's head comes third and is somewhat deficient. Here we have one of the most striking indications of many of the qualities that we have already observed in Mr. Hill. This deficiency of crown indicates a lack of caution and a certain deficiency in conscientiousness. Here also is indicated Mr. Hill's lack of confidence in himself, his inadequate appreciation of justice, and his deficiency in persistence, determination and application. The low crown also shows our subject to be unusually obedient and subservient. It is another indication of the great ease with which he is influenced and persuaded, being deficient in self assertiveness and independence.

The back of the cranium is last in development, being quite deficient. This indicates lack of friendship. Mr. Hill does not make many friends. He does not care particularly for friends, and such friends as he makes he does not keep. His variety-loving, changeable nature takes him away from them. He may also repel them on account of his lack of appreciation of justice and deficiency in conscientiousness.

This deficiency in the lower back-head is an indication also of that lack of aggressiveness, vim, vigor, courage and rugged determination which is the result of a robust, eager and well-developed animal nature. The individual with the lower part of the back of his head very close to his ears is lacking in all of these bold, robust, rugged, animalistic traits and is inclined to be mild, timid, easily influenced and easily discouraged.

Forehead.—Mr. Hill's forehead is round, indicating the creative character of his intellect. It is also medium wide, indicating his versatility, the range of knowledge in which he is interested, his ability to learn and to make practical application of what he learns.

This man's forehead is prominent below rather than above, indicating the practical, scientific nature of his intellect; but it is wide above rather than below, indicating imaginativeness and constructiveness rather than a taste for music, mathematics and other such arts and sciences.

EXPRESSION

Mr. Hill's expression is mild and startled, indicative of the general mildness of his nature and his lack of confidence in himself.

CONDITION

Photographs show a fair degree of good health. The thumbs show some tendency to nervousness but otherwise there are no indications of ill health. The condition of body, clothes, hands and mouth, as shown by the data, is fair to good. This condition is that which we naturally expect a man of Mr. Hill's fine texture to maintain.

HANDS

Mr. Hill's hands are medium square. This is in accordance with the practical type of his intellect.

His fingers are long. This indicates some capacity for detail, which will show itself in a tendency to

handle small and rather restricted affairs instead of large interests. On account of Mr. Hill's coloring and other variables, we should not expect him to be careful, accurate and dependable in details. The long fingers indicate a lack of friendship; also a lack of courage.

Subject's fingers are medium smooth, showing tendency to be emotional, to be quick and intuitive in thought rather than philosophical.

The tips of Mr. Hill's fingers are medium square, indicating his practical type of mind.

Here the thumbs are low-set and somewhat long. This is in accordance with Mr. Hill's practical type of mind, his sympathy and his generosity.

The sensitive pads of Mr. Hill's fingers are well-developed, indicating sensitiveness, which is in accordance with his long fingers, his fine texture, and his soft-elastic consistency.

COMBINATIONS

Briefly, Mr. Hill is one who will succeed best doing inside, mental work, involving some variety, under direction. He is also of the type of men who, with the best of intentions, are often led into serious trouble by stronger natures, especially if, through lack of training, they are unable to supply their rather expensive tastes by means of intellectual work. Properly trained and properly managed, such men are useful and attain a fair degree of success.

RECOMMENDATIONS

It is plain that Mr. Hill should undertake some vocation which does not demand rugged courage and aggressiveness.

He should by all means engage in some form of mental work rather than physical; preferably work in fine and elegant surroundings, and work which brings him into contact with women rather than men.

Having fairly good powers of expression, Mr. Hill could probably make a success in selling, if he were placed where his customers would come to him rather than his going to them. He could probably do well selling fine dress goods, laces, art goods, jewelry, etc., in a retail store.

On account of his practical intelligence and his powers of expression, Mr. Hill might also succeed as an instructor along scientific lines. He would probably do well in this position, especially if those under his instruction were younger than himself and were women and girls.

ANALYSIS OF G. C. BOULTON

COLOR

Mr. Boulton is a brunet at 70 on the color scale. We therefore have a man of the thoughtful, constant, faithful, dependable, loyal, affectionate, sympathetic, generous, modest, and rather submissive type.

The subject is a patient, composed, consistent worker, with a fine sense of loyalty, and has all of the careful, dependable qualities of his brunet type.

Mr. Boulton is much given to thoughtfulness and lives considerably in the realms of introspection and philosophy.

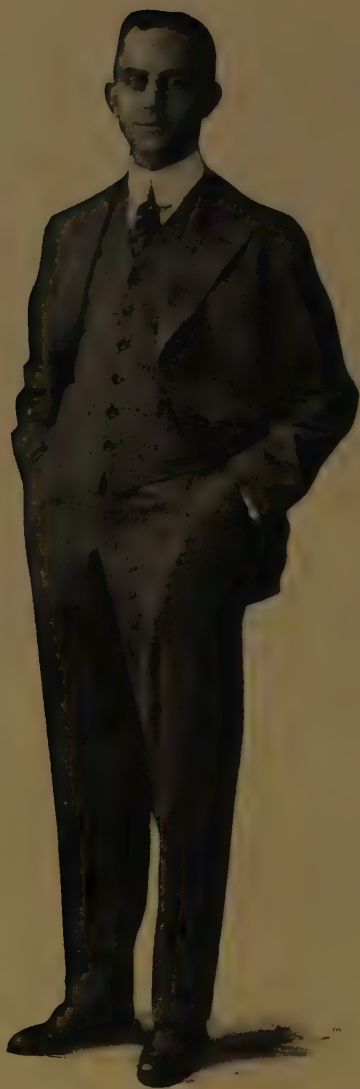
This quiet man does not seek the limelight but is



G. C. Boulton.



G. C. Boulton.



G. C. Boulton.



G. C. Boulton's
hands. (Backs.)



G. C. Boulton's
hands. (Palms.)

Analysis of Guy C. Boulton OBSERVATIONS { Personal.....
Photographic.....
Sex m
Address Empire
Nationality American Occupation Superintendent Date of birth—Year 1874 Month Oct. Day 27

Color { Eyes 70.....
Hair 2.....
Skin 1.....
Beard 11.....
Form { Forehead 2.....
Eyes 2.....
Nose 2.....
Mouth 2.....
Chin 2.....
Size { Height 5' 10"
Weight 160.....
Structure { Mental 1
Motive 2
Vital 3

Texture Fine..... Consistency { Hard.....
Elastic.....
Soft.....
Flabby.....
Flexibility { Rigid.....
Elastic.....
Pliable.....

Proportion: Body { Masculine.....
Feminine.....
Face { Energy 1
Vitality 3
Endurance 2
Head { High 2 Low.....
Wide 2 Narrow.....
Long 2 Short.....
Round 2 Square 2 Back.....
Cranium { Base 3
Middle 2
Top 1
Front 1
Temporal 2
Crown 3
Back 2
Forehead { Low.....
High.....
Round.....
Square.....
Wide.....
Narrow.....
Prominent upper.....
Prominent lower.....
Wide above.....
Wide below.....

Expression Genial, friendly, pleasant
Condition: Health + Body + Clothes + Hands + Mouth +

Hands { Square.....
Spatulate.....
Conical.....
Philosophical.....
Psychic.....
Elementary.....
Fingers { Long.....
Short.....
Knotty.....
Smooth.....
Square tips.....
Conical tips.....
Pointed tips.....
Spatulate tips.....
Sensitive.....
Thumbs { Long.....
Short.....
High set.....
Low set.....
Square.....
Conical.....
Pointed.....
Spatulate.....
Broad.....
Paddle.....
Clubbed.....
Elementary.....

modest and unassuming in manner. His native modesty and his natural inclination to submit somewhat to others make him open-minded and teachable instead of domineering and headstrong. This is carried sometimes to the point of a fault, so that he may at times show a tendency to permit others to impose upon him.

True to his brunet type, Mr. Boulton has a strong love nature of the domestic, parental, protective and constant type. He is intensely attached to those whom he loves and devotes himself to them with great fidelity.

Mr. Boulton exhibits more of the brunet tendencies in his manner of work than does Mr. Burnham. That is to say, he is fond of detail and takes care of it with great ability and efficiency. He is capable of doing routine work and can be depended upon to do it carefully and accurately.

Naturally he is imitative rather than originating and creative in his activities, but will always improve any product he handles. This quality is indicated not alone by color but by other variables which will be mentioned later.

FORM

Forehead.—Mr. Boulton's forehead is convex, tending to plane. His powers of observation therefore are not nearly so marked as those of Mr. Burnham, although fairly well developed. Mr. Boulton sees and hears well and accurately those things to which he gives his undivided attention, but other matters are far more likely to escape him.

He thinks more slowly than Mr. Burnham —

philosophizes about things, is interested in reasons and in theories, is logical in his processes of thought, and arrives at his conclusions as a result of a chain of reasoning and reflection rather than as a matter of instantly *seeing* things in their relationships.

Eyes.—Our subject's eyes are convex, even more strongly convex than Mr. Burnham's. Mr. Boulton is therefore even more ready with words than Mr. Burnham, and has very good powers of expression.

Nose.—The form of his nose is plane, with a tendency to the convex. He therefore has considerable energy which he expends consistently and conservatively rather than spasmodically, thus showing his energy in quiet industry rather than in great aggressiveness and strenuousness. In this respect Mr. Boulton's form of nose corroborates the indications shown by his color.

Mouth.—Mr. Boulton's mouth is plane, with perhaps a slight tendency to the concave. The effect of this indication is seen largely in his manner. He is very courteous, tactful and diplomatic in his dealing with people. He probably very seldom speaks harshly or sharply but is mild, good-natured and persuasive.

Chin.—Mr. Boulton's chin is plane and in general contour is not unlike Mr. Burnham's, although somewhat longer and narrower. This is an indication of fairly deliberate action.

SIZE

Our subject is of slightly more than medium size, being 5 feet 10 inches tall and weighing 160 pounds.

He has all of the mild, good-natured, patient, calm, quiet qualities which go with his size.

STRUCTURE

In Mr. Boulton the mental element leads, with the motive coming second and the vital third. He is therefore distinctly a mental worker, with some preference for mental work involving a certain amount of activity and a knowledge of mechanical principles and practices. The vital element is by no means deficient, so that Mr. Boulton is another example of the well-balanced type in structure.

Since the mental rather than the motive leads in this subject's organization, he does not demand motion and travel. He is contented in work which requires application and is of rather a confining nature.

TEXTURE

Mr. Boulton is of distinctly fine texture. He has therefore natural refinement which, coupled with courtesy and tactfulness (indicated by the plane mouth), makes him very gentlemanly and respectful. He is responsive, loves beauty and fine surroundings and would be unhappy in any kind of work which necessitated the handling of coarse, crude materials and machinery or remaining in an unlovely, grimy environment.

Mr. Boulton's fine texture, coupled with other qualities, is inclined to make him too sympathetic, too generous, and too much afraid of hurting other people's feelings. Fineness of texture also accords with his mental type in making hard physical labor distasteful to him.

CONSISTENCY

In consistency Mr. Boulton is elastic. He is therefore energetic and industrious, with considerable vigor and force.

FLEXIBILITY

In flexibility our subject is pliable-elastic. He is therefore versatile and adaptable. He can learn to do many different things well and to adapt himself to various conditions of association and employment. He is also able to meet and deal with people of different classes and development with success.

PROPORTION

Body.—In proportion of body Mr. Boulton tends to the feminine type.

The feminine tendencies are shown in his responsiveness, his thoughtfulness, imaginativeness, credulity, refinement, patience, faithfulness, strong love nature, loyalty, and ability to handle detail and do routine work.

The feminine characteristics also appear in his form of profile, his inclination to be over-sympathetic, over-generous, too modest, too credulous, and his tendency to permit others to impose upon him.

Face.—The energy section of Mr. Boulton's face predominates. His chin being long, the endurance section is second; while the vitality section is third. However, the three are fairly well balanced in this present case. All of this indicates Mr. Boulton's tendency to expend his energy quietly, constantly,

persistently and wisely. It also indicates a fair degree of endurance and recuperative power.

Head.—Mr. Boulton has a very high head, especially that part which is in front of a line drawn vertically upward from the ears. This indicates ambition, aspiration, high ideals, and especially optimism. He therefore is consistently optimistic, hopeful, confident. In fact, his confidence is so great that he believes rather too easily, is inclined to be too credulous.

The height of Mr. Boulton's head in this section also indicates humanitarian tendencies and is one of the indications of his great sympathy. It also indicates considerable understanding of human nature.

Our subject's head is medium wide, which is another indication of energy and industry.

His head is long, indicating pre-vision, friendliness, understanding of and ability to deal with people. This length of head, coupled with its height and width, enables Mr. Boulton to undertake organization work. He has the ambition to do work of this kind. He has the consistent and contagious hopefulness and optimism which enlist the enthusiastic support of others. He has the far-sightedness which understands what the effect of an action will be. He has a natural understanding of people, friendship for them, and the ability to coöperate successfully with them.

Mr. Boulton's head is square in the back. This indicates that, together with his hopefulness and optimism, he hesitates to take chances, is prudent, dependable, and has some tendency to anxiety and worry. His cautiousness is a good balance for his natural optimism.

Cranium.—In Mr. Boulton's cranium the top division leads. He therefore manifests an interest in and capacity for ethics, religion, morality, ideals. He is sympathetic, benevolent and conscientious. In this present case the fore-part of the top division is large. He is therefore hopeful, optimistic, and inclined to be credulous.

Second in Mr. Boulton's cranium comes the middle division, which is well-developed. This is an indication of some imagination, considerable financial judgment, understanding of people, diplomacy, tact, and a practical mind with reference to all the material, external affairs of life.

The base division of our subject's head comes third, but it is not deficient. He therefore does not live much on the animal plane, but he has nevertheless a proper appreciation of the physical condition and is especially well-developed in constructiveness. (See Lesson Nine, page seven.)

The frontal section of Mr. Boulton's cranium is the best developed of the four sections. This is an indication of the intellectual, philosophic, observant type of his intellect.

The temporal section comes second and is almost as well developed as the frontal. This temporal section indicates a fairly good development of faith, aspiration, imagination, constructiveness, financial ability, and the ability to plan and execute the plans.

The crown section of his head, full at sides, comes third. While this is not deficient, it is only moderately developed. This shows pride, desire to appear well, sensitiveness to the opinion of others, together with modesty, unassuming manner, loyalty, and submissiveness.

The back section comes fourth, and its moderate development in the lower part indicates a subordination of the purely sensual, animal characteristics to the finer, intellectual and spiritual; also moderate vitality. The rather full development of the upper part of the back head indicates friendliness, love of children, animals, and pets.

Mr. Boulton's forehead is round, wide, and somewhat wider above than below. This indicates his imaginative, constructive, idealistic, humorous, philosophical and sympathetic qualities; also his broad-mindedness and versatility.

Mr. Boulton's forehead is somewhat more prominent below than above, which indicates a slight predominance of the practical, observant, scientific characteristics over the imaginative and philosophical.

EXPRESSION

In expression Mr. Boulton is genial, friendly and pleasant. This is in accordance with his sympathetic, friendly, hopeful, optimistic, cheerful disposition, as shown by many of the variables we have considered.

CONDITION

All of the evidences shown in the photographs tend to make us believe that Mr. Boulton's health is good. Note the clear, steady gaze of the eyes; the well-nourished appearance of the face, hands and body in general; and the gloss of the hair.

Our subject's body, clothes, hands and mouth all show excellent care—almost to the point of fastidiousness.

HANDS

Mr. Boulton's hands are square, indicating his practical nature, industry, efficiency and skill.

His fingers are proportionately long, indicating his capacity for detail. The fingers are also somewhat knotty, indicating his thoughtful and philosophical type of mind.

The tips of his fingers are square, indicating a practical and active nature, with considerable tendency to regularity, order, system, and arrangement; also some skill, accuracy and practical ability.

Mr. Boulton's thumbs are medium long and low-set; also square at the tips. They therefore indicate a well-balanced nature, with considerable will-power, force of character, common sense, self-control, judgment, reason, sympathy, kindness and generosity.

COMBINATIONS

A study of the indications of Mr. Boulton's combinations in comparison with those of Mr. Burnham is interesting and valuable.

Both men are 70 on the color scale. Both are convex upper and plane lower, although Mr. Burnham has a very strongly convex forehead, while Mr. Boulton has a very slightly convex forehead. The differences are seen in Mr. Burnham's remarkably quick and keen observation and quickness of thought and Mr. Boulton's more moderate powers of observation and his greater deliberation of thought.

Both men are comparatively large in size, and both have the good-natured, kindly qualities that are so frequently indicated by size.

Both are fairly well-balanced in structure. In Mr. Burnham, however, the vital element leads—with a strong development of the motive—in Mr. Boulton, the mental. Mr. Burnham is therefore a little less contented with confinement and under restraint than is Mr. Boulton.

Both men are exceedingly fine in texture and manifest all of the qualities which are indicated by this variable.

Both are elastic in consistency and flexibility, although in Mr. Burnham a somewhat more sensitive and impressionable nature is indicated by an inclination to softness of consistency.

Both men have the feminine proportion of body—Mr. Burnham, perhaps, more than Mr. Boulton—and the qualities indicated are almost the same in both.

In proportion of face Mr. Burnham shows more of the vital tendency; Mr. Boulton, more of endurance.

In head shape we find perhaps the greatest difference between the two men. Mr. Boulton's faith, optimism, confidence, hopefulness and powers of reason, logic and imagination are all well-developed; while in Mr. Burnham these qualities are only moderate and in some cases even deficient. Mr. Burnham is high in the crown; Mr. Boulton in the temporal section.

The hands of the two men are strikingly different. Mr. Boulton has rather knotty fingers upon a square hand, while Mr. Burnham has smooth fingers upon a conical hand. Mr. Boulton's fingers are long; Mr. Burnham's, medium short. All this indicates far greater ability to handle detail and to

do things with his hands on the part of Mr. Boulton. It also shows more thoughtfulness and less intuition. The thumbs of the two men are very much alike, indicating their well-balanced, dependable, strong characters.

In their faults the two men are similar. Mr. Burnham's faults are his hypersensitiveness and non-combativeness; Mr. Boulton's, his over-sympathetic nature, over-generosity, too great modesty and credulity. These are typical faults of the brunet in both cases, with the possible exception of credulity, which is more often found in blondes than in brunets.

RECOMMENDATIONS

Mr. Boulton should engage in a vocation which will give full scope to his ambition, energy, industry, planning and conserving ability, his persuasiveness, his refinement, his courtesy, his patience, his faithfulness and dependability, his high principles, and his capacity to handle details well and accurately.

Mr. Boulton could succeed well as an organizer, especially in organizing along humanitarian, ethical, and at the same time practical lines. He would do especially well in this kind of work as the assistant to a somewhat more shrewd, hard-headed man or in coöperation with such a man.

With his qualities, Mr. Boulton would be a good office manager, especially in an office connected with an organization manufacturing or selling some fine, beautiful or artistic product.

Perhaps best of all, however, Mr. Boulton, who resembles Mr. Burnham in so many ways, would also succeed as an employment supervisor. He has

the ability to organize an employment department down to the last detail. His understanding of human nature, his friendliness, his keen, logical mind, his fairly good powers of observation, all qualify him to become an excellent analyst of human character.

His constructiveness, understanding of mechanics, natural ability to grasp the essentials of clerical and other detailed and routine work all qualify him for careful and accurate analysis of positions for their requirements.

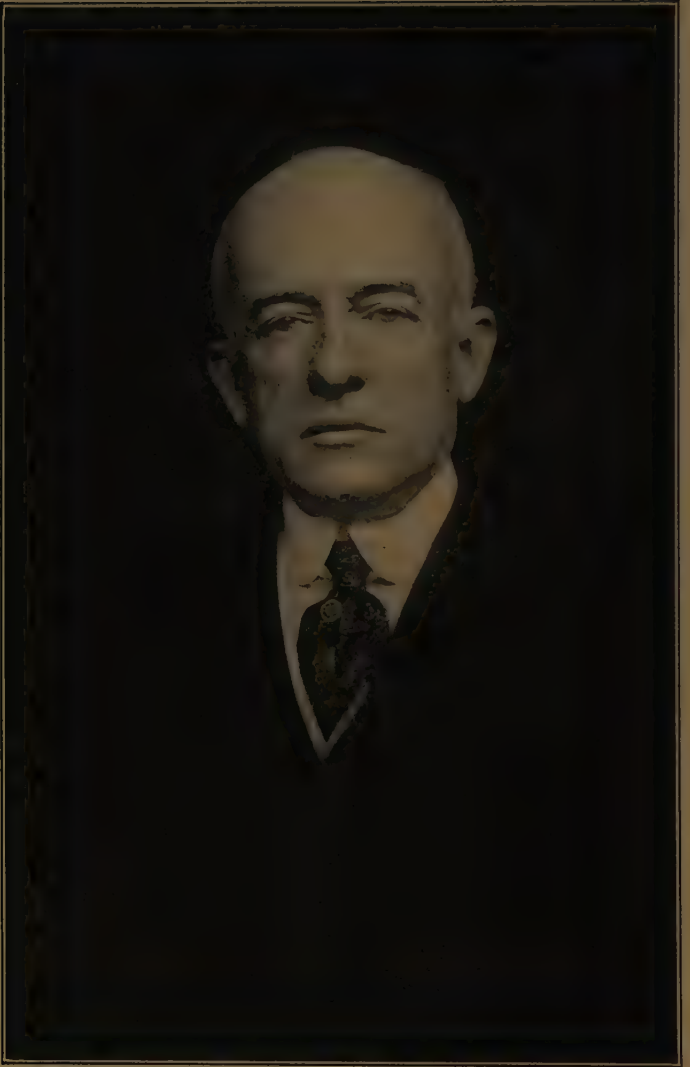
His humanitarian instincts, his sympathies, and his organizing ability are all excellent qualities for success in handling the welfare features of employment work. Mr. Boulton is, as a matter of fact, an unusually successful employment supervisor.

ANALYSIS OF COLBERT E. LYON

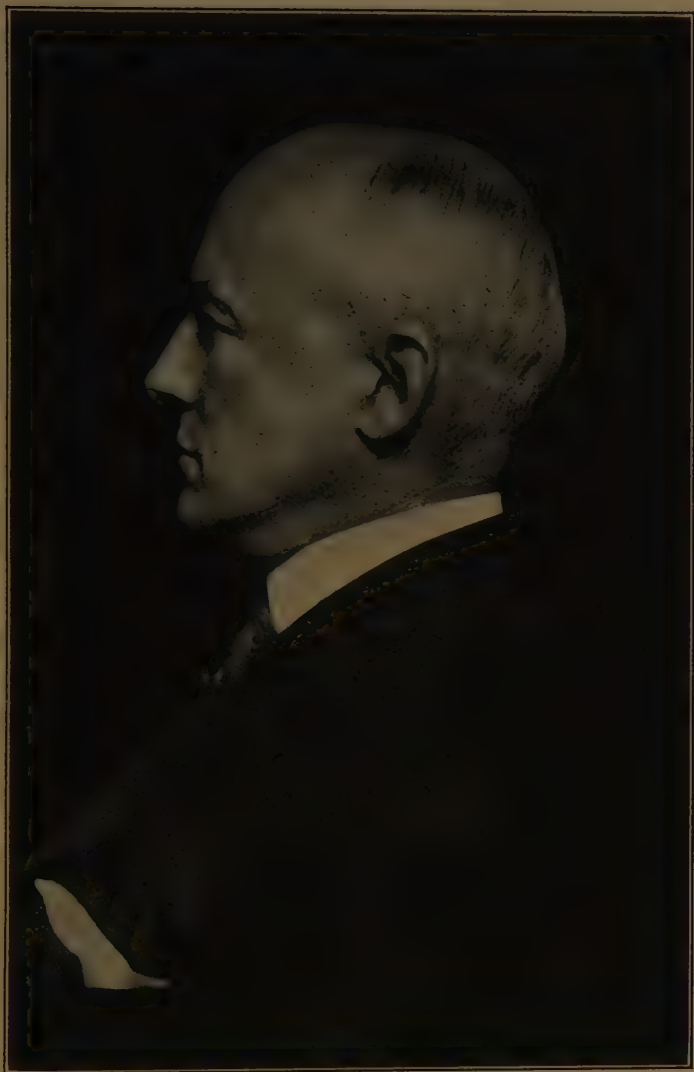
We shall handle Mr. Lyon's analysis somewhat differently from the others. Some time ago, Mr. Lyon forwarded to us photographs and data and asked us to prepare for him a written analysis, with recommendations.

In order to enable the student to study such an analysis, made in the course of actual business, we are presenting here the report we made to Mr. Lyon.

The student will find it excellent practice to study this analysis of Mr. Lyon in connection with the photographs and the data which appear on pages 52, 53, 54, 55 and 56. Test your powers of observation and your knowledge of the science by finding as many indications of each of the characteristics set forth here as you can. The indications are all to be



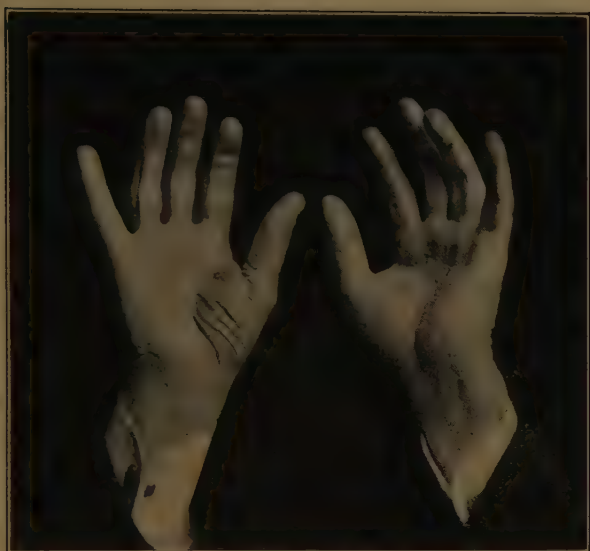
Colbert E. Lyon.



Colbert E. Lyon.



Colbert E. Lyon.



Colbert E. Lyon's hands.
(Palms).



Colbert E. Lyon's hands.
(Backs).

Analysis of Colbert E. Lyon Sex m
 Address
 Nationality American Occupation Advertising Date of birth—Year 1858 Month Oct. Day 1...

OBSERVATIONS

Color { Eyes 5 D.
 Hair u
 Skin u
 Beard u
 Form { Forehead ---
 Eyes ---
 Nose ---
 Mouth ---
 Chin ---
 Size { Height 5' 12 1/2"
 Weight 145
 Structure { Mental 1
 Motive 3
 Vital 3
 Vital 3

Texture Fine Consistency { Hard
 Elastic
 Soft
 Flabby
 Flexibility { Rigid
 Elastic
 Pliable
 Pliable

Body { Masculine
 Feminine ✓
 Proportion: { Energy 1
 Vitality 3
 Endurance 2
 High --- Low ---
 Wide --- Narrow ---
 Head { Long ✓ Short ---
 Round --- Square ---
 Cranium { Base 3
 Middle 2
 Top 1
 Front 2
 Cranium { Temporal 1
 Crown 3
 Back 4
 Forehead { Round ✓
 Square
 Wide ---
 Narrow
 Prominent upper
 Prominent lower Bal
 Wide above ---
 Wide below
 Wide below

Expression Serious pleasant calm
 Condition: Health t Body t Clothes t Hands t Mouth t

Hands { Square
 Spatulate
 Conical
 Philosophical
 Psychic
 Elementary
 Fingers { Long ---
 Short ---
 Knotty
 Smooth
 Square tips
 Conical tips ---
 Pointed tips
 Spatulate tips
 Thumbs { Long ---
 Short
 High set
 Low set
 Square
 Conical
 Pointed
 Spatulate
 Broad
 Paddle
 Clubbed
 Elementary
 Elementary

found in the photographs and data, as we had no other source of information at the time the analysis was written.

30 IRVING PLACE, NEW YORK,
November 20, 1914.

MR. BERT E. LYON,
401 Boardman Bldg.,
Troy, N. Y.

Dear Mr. Lyon:

From photos and data submitted, I should judge your organization, character and aptitudes to be as follows:

You have inherited a splendid organization. From your father you obtained the strong, virile, masculine qualities and from your mother the refined, responsive, idealistic ones. This is a good way for a man to inherit. You are like your father, no doubt, in physical appearance but resemble your mother strongly in your disposition.

You will carry years very lightly and will always appear much younger than the calendar says you are. You have all the marks of longevity and, with good care, should enjoy many useful and happy years.

There are one or two physical points which perhaps need more care than others. Being exceedingly fine-textured and responsive, you will respond to conditions of environment rather more than you should. Under unusual stress or too much excitement you would become nervous and find difficulty in relaxing. When you find any tendency to nervousness coming on, you should drop your work and rest in change of scene or in absolute solitude.

Unquestionably your most vulnerable point physically is your digestion. While you are now very well nourished and need never have any great amount of difficulty, you should take the best of care of your digestion. Eat the simple foods, eat a balanced diet, and never under any circumstances neglect your nourishment. Keep your skin as active as possible, so that too much work will not fall upon your kidneys and genito-urinary system. Simple precautions and good habits are all that are necessary for you to enjoy good health.

Your type of mind is distinctly thoughtful, imaginative, creative and inventive. You will spend a great deal of time in pondering over the things you see, hear and read. This tendency to weigh information is a great source of wisdom and others will often be surprised at your wonderful fund of mature and splendid ideas.

You have also the creative mind which takes ideas that others have evolved, analyzes them and builds them up into an improved product. You will also be able to associate ideas in such a way as to create an entirely new plan of action.

Had you turned your mind to the invention of mechanical or material things, you would, no doubt, have many patents to your credit. You are, however, more likely to use your inventive mind in making plans, in doing organization work, and in presenting even old facts in a new and attractive dress.

By nature you are exceedingly idealistic. No doubt the sordid things of life are very distasteful to you. If you could follow your natural bent you would live an ideal life, in an ideal world, amongst ideal people. This world—the product of your

imagination—would be filled with beauty. There would be no ugliness anywhere. Every one would be kind, generous, philanthropic, helpful and humanitarian. You are, in other words, a natural philanthropist. You would not care for anything yourself which you could not share with others for their good.

Your sympathies are exceedingly strong and, no doubt, it is all too easy for you to put yourself in the other fellow's place and see any proposition from his point of view as well as from your own. I say "too easy for you," because the probabilities are that you often see his advantage and forget your own.

Ethics and religion are as much a part of your nature as a sense of hunger, friendship or any other strong emotional quality. You are naturally worshipful. You spend considerable time in thinking of the hereafter—almost more, perhaps, than in thinking of the present.

You are naturally active and energetic. You like to move about, consider a great many different things in the course of the day, and be busy with something all the while. Industry is one of the most pronounced traits in your character.

There is some indication that you prefer to be mentally active rather than physically active, although there is a very good balance between the two. Work, to be ideal for you, should have light physical activity combined with mental.

You are unusually sensitive and intuitive. No doubt you sense the fitness or unfitness of things much more quickly than does the average person. For this reason you readily get a point of contact

with others. You are able to meet strangers with ease and grace. They do not feel strange toward you but, no doubt, often feel that they have surely known you before. This quality also enables you to gain the confidence of others quickly, so that they desire to tell you their troubles and ask your counsel in personal affairs.

This same quality, coupled with others, makes you a fine public speaker. You have a strong influence over an audience, because your language is tinged with sympathy and high ideals and is delivered with so much feeling that your hearers cannot help giving you complete emotional response.

No doubt you get your impressions so quickly that you are scarcely ever able to trace them or determine their source. You simply know and know that you know, but you do not know why you know. In other words, your first impressions are, no doubt, quite as accurate as, if not more so than, the most logical person's carefully thought out reason. This quality makes you quicker than others to see and comprehend. This gives you considerable advantage over other minds.

You have a fine, strong love nature of the parental, conjugal type. You love home and family and all that pertain to them. While you are very social and can mix with the crowd when necessary, you do not forget your family ties and are not influenced over much by the plaudits of an admiring public.

Your personality is distinctly a pleasant one. It is easy for you to be courteous and considerate of others, and natural for you to be cheerful, hopeful and optimistic in your manner. Therefore you produce a stimulating effect upon those with whom you

come in contact. By your personality you make the world a brighter place in which to live.

These are fine qualities and, properly guided, are a desirable asset for any man. There are, however, some negatives, arising mostly from an excess of desirable qualities rather than from a deficiency, to which I wish to call your attention.

While your desire to do right is very great and your sense of justice is better than the average, you are nevertheless more generous than just. By that I mean you often give of yourself, your time, and perhaps your money to those who are undeserving. No doubt you often give when it would be better not to give. You indulge others, and those who are selfish may fasten themselves upon you and demand much of you when they ought to be denied. It is difficult for you to hear a tale of hard luck or suffering without taking immediate steps to alleviate it. No doubt you often suffer in your feelings the troubles of others even more than they themselves.

You should therefore restrain your generous impulses. You can best do this by never responding to them until you have subjected your acts to the scrutiny of your sense of justice. Ask yourself, "Is it just that I should give? Is it just that I should take this burden upon myself?"

You should also restrain your sensitiveness. You, no doubt, often suffer intensely from the thoughtless thrusts of others. Criticism hurts more than it should, and you may fail to push yourself forward as much as you ought when you feel that others are not in perfect harmony with you.

I should also ask you to restrain your religious tendencies. Do not permit yourself to go to ex-

tremes in your enthusiasm on religious and ethical subjects. You might easily pass the pivotal point and become fanatical.

Closely allied with this is the quality of giving others too much credit and giving yourself less than you deserve. Because of these qualities, you are not commercial enough for your own good. Others are apt to benefit by your plans and ideas, while you fail to reap as much from your efforts as you should.

Your natural aptitudes would classify you into planning, organization and promotion.

Had you prepared yourself for the ministry in early life, doubtless you would have found the line of work for which you are best endowed by nature. Almost all the qualities you possess would have contributed to success in philanthropic and religious lines, where you would have an opportunity to persuade people *en masse*.

In advertising you can utilize to good advantage not only your natural aptitudes but your training as well. Mapping out a selling campaign, determining its policy, and directing its conduct are lines in which you can undoubtedly find increasing success.

Because of your exceedingly social nature and your natural ability to meet and persuade the public, you would probably find the lecture field, promotion, and personal selling even more congenial than salesmanship through advertising.

You should work with an educated, intelligent and high-grade public.

You should handle large propositions rather than small ones. It would be easier for you to sell a million-dollar proposition than a hundred-dollar one, and you are more apt to make the mistake of getting

a job too small for you rather than one too large.

With your knowledge of banking and your association with financial people, there ought to be some place in the financial world where you could use your creative, planning, organizing, promoting and persuasive ability to good account. If such work be found for you I would strongly advise that you take it up.

Sincerely yours,
KATHERINE M. H. BLACKFORD.

After having written this analysis, we received the following editorial statement:

Since 1907, when Colbert E. Lyon, as Chairman of the Advertising Committee of the Troy Chamber of Commerce, presented a comprehensive plan for a general civic demonstration to be known as Troy Week, he has been a potent factor in local business and civic publicity and has come to be regarded as an authority on the co-relation of publicity to general civic and commercial development as well as in specialized fields. Through the publicity program he proposed and the activities of the city's officials, the advertising committee of the Chamber of Commerce and the public press, the celebration brought more than 50,000 persons to the city from September 6 to 9, 1908. The success of his initial effort was repeated the following year, when he was appointed by the Mayor as the official Secretary and Advertising Director for Troy's participation in the Hudson-Fulton Celebration, October 9, 1909. Mr. Lyon became in 1907 Advertising Director for the Manufacturers National Bank of this city, a

position which he still holds. Since that date, the activity of the bank's officials with its advertising campaign, has gained more than 14,000 depositors and more than \$5,000,000 in resources. In 1912, when the Lyon Bank Advertising Company was formed, Mr. Lyon was made the President of the organization. In 1911, he made an exhaustive inquiry into church publicity work, covering every state in the Union. This was the first comprehensive survey of a new sphere of organized advertising. As the official representative of the city of Troy, appointed by the Mayor, Mr. Lyon attended the National City Planning Conference in Boston, Mass., in 1912, and again in 1913 he was one of the city's representatives to the New York City Convention for City Planning. His addresses on City Planning and Municipal Advertising before commercial bodies in different cities, have been a source of effective inspiration. He has also lectured on Church Publicity before men's organizations in churches of various denominations. Through his "Chalk Talks" in Y. M. C. A.'s and churches, more than 2,000 boys have signed the American Anti-Cigarette League Pledge. Mr. Lyon is at present, Publicity Director in Troy for the Tri-City League, embracing the civic work for the cities of Troy, Albany and Schenectady. He is Vice-President of the Troy Public Schools' Athletic League, President of the Central School Parent-Teacher Association, has acted as Publicity Director for four hospital fund campaigns which raised more than \$200,000 locally. Aside from a public school and German and English day school education, Mr. Lyon is a graduate of the Sheldon School of

Business Building, the International Correspondence School, the Chicago College, George H. Powell, and Page-Davis Courses in Advertising; he has finished the Grenville Kleiser Course in English, and is a graduate of the Harrington Emerson Course in Personal Efficiency, and the Dr. Katherine M. H. Blackford Home Course in Character Analysis by the Observational Method.

ANALYSIS OF WOODROW WILSON

May 11, 1915.

BY

KATHERINE M. H. BLACKFORD, M.D.

COLOR

Mr. Wilson is medium in color. This, of course, indicates a very desirable balance between the dynamic, aggressive, optimistic, changeable, domineering traits of the blonde and the conservative, constant, philosophical, dreamy, negative traits of the brunet.

He therefore has the practical, ambitious, energetic, independent, domineering qualities of the blonde modified and balanced by the tenacious, persistent, idealistic, responsible, somewhat conservative, domestic, procrastinating, serious qualities of the brunet.

All of these qualities, both blonde and brunet, are strongly indicated by other variables, as will be pointed out in later paragraphs of the analysis.

FORM

Mr. Wilson has convex forehead and eyes, a strongly convex nose, and plane mouth and chin.



Woodrow Wilson



Woodrow Wilson



Woodrow Wilson

Analysis of Woodrow Wilson OBSERVATIONS { Personal
 Address { Photographic
 Nationality American Occupation President Sex. m
U.S.A. Date of birth—Year, 1856 Month Dec Day 28

Color { Eyes Ho Form { Forehead Size { Height Structure { Mental 1
 Hair 50 Eyes Nose Weight Motive 2
 Skin Mouth Vital 3
 Beard 11 Chin Flabby Flabby

Texture Fine Consistency { Hard Flexibility { Rigid
 Elastic Elastic
 Soft Pliable
 Flabby Flabby

Body { Masculine ✓ Proportion: { Face { Energy 1 Cranium { Base 3
 Feminine Vitality 3 Middle 2
 Endurance 2 Top 1
 High ✓ Low ✓ Front 1
 Wide ✓ Narrow ✓ Temporal 3
 Head { Long Front Short Back = Cranium { Crown 2
 Round Front Square Back Back 4
 Wide above ✓
 Wide below

Expression Serious Well poised
 Condition: Health + Body + Clothes + Hands + Mouth

Hands { Square ✓ Fingers { Long Thumbs { Long
 Spatulate Short ✓ Short
 Conical Knotty High set
 Philosophical Smooth Low set
 Psychic Square tips Square
 Elementary Conical tips Conical
 Pointed tips Pointed
 Spatulate tips Paddle
 Sensitive Clubbed
 Elementary

Forehead.—The convex forehead indicates a practical, analytical, scientific mind. It also indicates keenness and quickness of thought, alertness, and good powers of observation. For reasons which will be made plain later, Mr. Wilson devotes the practical, scientific and analytical energies of his mind to the realm of government, politics, history, education and other such activities and interests rather than to mechanical, material, financial and commercial affairs.

Eyes.—Mr. Wilson's eyes are quite convex. This is an indication of excellent powers of expression, the ability to learn, remember and use words. This ability will be referred to a little more particularly in other parts of the analysis.

Nose.—Mr. Wilson's nose is strongly convex. It is also especially prominent just above the tip. This is the nose of courage, of resistance, of great energy. This energy finds its expression both mentally and physically, as does also the quality of courage. A man with such a nose has especially the courage of his convictions. He is not easily turned aside or influenced but is more easily persuaded than dominated or driven.

Mouth.—Mr. Wilson's mouth is plane in form, which indicates a fine balance between mildness, good-nature, and patience and sharpness, irritability and harshness. The lips close firmly in a straight line, indicating firmness, balance, reasonable optimism, self-control and, with the planeness of form, natural courtesy, tact and gentlemanliness.

Chin.—The chin is plane in form but exceedingly long and firm. It indicates, therefore, deliberation in action, determination, tenacity, persistence and re-

sistance. Mr. Wilson, having determined what he intends to do, proceeds with its accomplishment with little fuss or flurry but with a perseverance and tenacity that will not be denied.

The attention of the student is especially directed to the length of the line from the point of the chin to the crown of the head. This, as you will see, is by far the longest line which could be drawn from point to point upon Mr. Wilson's head. This length of line always indicates persistence, backbone, tenacity, resisting power, determination, and even stubbornness, obstinacy and other traits of an exceedingly strong, dominant will.

This great length of chin also indicates a tendency to procrastination. In other words, there is so great deliberation in speech and action that Mr. Wilson oftentimes seems to delay these beyond the point of good judgment. It is well, however, that a man who is so persistent, stubborn and even dogmatic, once he has decided, should use considerable deliberation before coming to a decision.

SIZE

From photographs and other data, it would appear that Mr. Wilson is somewhat above medium size. He also has the calm, deliberate, mild-tempered qualities which are indicated by this variation.

STRUCTURE

In structure the subject is predominantly mental, with a fair development of the motive element and a very moderate development of the vital.

All of the qualities referred to in the foregoing paragraphs tend to express themselves principally

along mental lines. Mr. Wilson is interested in ideas, ideals, knowledge, science, laws and principles, rather than in mere material things. His ambitions, determinations, energies, persistence, obstinacy and courage are all manifested in intellectual and psychical ways rather than in physical.

True to his mental type, he is interested in education and is a natural educator. True also to his mental type, he is only moderately active physically. There is enough of the motive element in him to cause him to take pleasure in physical activity for the sake of exercise, recreation, and sport, but not enough to give him very strong desire or capacity for hard physical labor.

Mr. Wilson has the rather serious, anxious disposition which often accompanies a slight deficiency of development of the vital element. He is also abstemious in his habits rather than self-indulgent. A mental feast is far more attractive to him than any mere physical pleasures.

TEXTURE

In texture Mr. Wilson is medium fine. This indicates natural refinement, a good degree of responsiveness and love of beauty, without the delicate sensitiveness, responsiveness and shrinking from hardship which are indicated by exceedingly fine texture. Mr. Wilson appreciates all of the finer things of life—art, music, poetry, the beauties of nature, lofty sentiments, refined associations and beautiful surroundings—but the expression of his appreciation is always in a virile, vigorous manner. His features, while by no means coarse, are of the rugged, masculine type rather than the fine, delicate, feminine type.

This is another indication of the vigor and virility with which he expresses himself in speech, in writing and in action.

CONSISTENCY

The photographs do not indicate Mr. Wilson's consistency but the other variables would lead us to expect it to be elastic, with perhaps some tendency to hardness. Unquestionably, his flexibility is also elastic, with perhaps some tendency toward rigidity.

These are both indications of great energy, persistence, resistance and tenacity; also a certain amount of conservatism, reserve and lack of human sympathy.

As indicated by his consistency and flexibility; also by his medium degree of color and high, rather narrow forehead, Mr. Wilson is a man of one idea and one purpose at a time. Because of other variables to which further reference will be made, however, he wants this idea to be a big one with many ramifications.

PROPORTION

Body.—Mr. Wilson is intensely masculine in body build. With few exceptions, he has all of the masculine physical characteristics indicated on page 6 of Lesson Six. While his head is somewhat narrow, it is very high in the crown, which is a distinctly masculine trait. His skull shows the angular, heavily ridged construction. His eyebrows are prominent; his shoulders square; his spine erect and straight; his chest fairly large for so slender a man; his waist straight; his back flat; his abdomen flat; his legs long and straight. In color he is medium,

but slightly blonde. He is convex upper, plane lower in form, above medium in size, mental-motive in structure, only medium fine in texture, probably hard-elastic in consistency, and rigid-elastic in flexibility.

Mr. Wilson, therefore, according to the list of characteristics given on page twelve of Lesson Six, is positive, aggressive, not exceedingly responsive, eager, self-controlled, active, strong, exceedingly independent, dynamic, non-suggestible, practical, and mature. While he is mild-tempered, sympathetic and generous with those whom he loves, he can be and is very cold, hard, severe and harsh under provocation. He is matter-of-fact, deliberate, has a natural understanding of mechanics, is inventive in a mental way, original, creative, courageous, vigorous, and unyielding.

Mr. Wilson's religion is of the idealistic rather than the superstitious type. His energy, while directed persistently and perseveringly by an indomitable will, is somewhat spasmodic in its expression, owing to his convex form, a tendency to blonde coloring, and a long, narrow, high nose section.

Face.—In the proportion of Mr. Wilson's face the energy section unquestionably leads. As has been pointed out, however, this section is of the long, narrow, high type rather than the broad, and he therefore expends his energy rather spasmodically, with frequent periods of rest and recuperation.

The endurance section of the face comes second and is in excellent balance with the energy section. While, by actual measurement from the juncture of the septum of the nose with the upper lip to the indenture marking the separation of the lower lip

from the chin, the mouth section predominates in Mr. Wilson's face, the development of the cheeks outward from the corners of the mouth is so moderate that the vitality section unquestionably comes last, although by no means deficient.

Mr. Wilson therefore works with great energy for short periods at a time; has considerable mental endurance, and fair recuperative power.

Head.—Mr. Wilson's head is high, medium narrow, long in front of the ears, medium short behind the ears, medium round in front and square in the back.

The height of Mr. Wilson's head is one of the most characteristic indications in his entire organism. As has before been stated, this height is principally in the crown. Mr. Wilson is therefore proud, ambitious, aspiring, determined. He has lofty ideals, high principles and great firmness.

Mr. Wilson's head is medium narrow. In proportion to its height and length it is distinctly of the narrow shape. This is an evidence of his usually mild temper and his lack of any passionate desire to kill or to destroy. It is also an indication of a tendency to secure his ends by tact, diplomacy and persuasiveness rather than by bluster or physical force.

Mr. Wilson's head is long in front and medium short behind. The long front shows foresight, keenness, penetration and, above all, intellectual power. Mr. Wilson has inherited an intellect of exceeding keenness, penetration, vigor, discrimination and ability. This is in accord with what we have learned about him from other variables. No matter what achievements he attempts, what difficulties he

meets, what problems he has to solve, Mr. Wilson attacks them all with his intellect. He makes his power of thought, analysis and reason carry out the behests of his indomitable will.

The moderate development of length of head from the ears back is an indication of a rather cold nature socially. We have found him courteous, gentlemanly and considerate of others in our study of other variables, but here we find indications of a rather undemonstrative nature, a man not especially social, a man who makes few intimate friends and admits few people to his inmost confidence.

Together with the great height of head, this short back-head indicates a rather proud, aristocratic, independent character, one which does not make aggressive overtures of friendship to others but which responds gracefully, if not warmly, to advances made to him.

Mr. Wilson's head is medium round in front. This is the head of the original thinker, the man who makes plans, who constructs ideas, literary products, orations, laws and, in the case of a man of Mr. Wilson's predominant mental type, other mental products.

His head is square in the back, indicating conservatism, prudence, deliberation and carefulness. Here also is another indication of the very serious manner in which Mr. Wilson takes his responsibilities. In connection with the height of his head, this also indicates his conscientiousness, his high-principled character, so high that he would no doubt rather lose his point, persistent and even stubborn as he is, than to sacrifice his principles or his self-respect.

Cranium.—In Mr. Wilson's cranium the middle

and top divisions are fairly well-balanced, with the top perhaps leading slightly, while the base division comes third. This indicates his high idealism, his high ethical principles, his interest in spiritual affairs, and his leaning toward higher thoughts and aspirations.

The balanced development of the middle division indicates that his idealistic nature devotes itself to practical, material affairs, such as education, enlightenment, government and political freedom rather than the purely spiritual affairs on the one hand or physical matters on the other.

The frontal section of the cranium predominates over the other three, indicating the great predominance of intellect which we have already found strongly indicated in several of the other variables.

Scarcely second to the frontal section is the crown section. Here we have indicated again dignity, self-respect, conscientiousness, firmness, determination, ambition, love of power. The long line from the point of the chin to the crown is always one indication, among others, of a desire to rule, a natural tendency to take the lead and to be at the head of anything in which the individual is interested.

The temporal section comes third and is only fairly well developed—in fact, is somewhat deficient at the sides. Mr. Wilson is therefore fairly optimistic, has a fair degree of faith and hope, a certain amount of sympathy and generosity, but is financially impractical and lacking in commercial judgment; therefore not particularly well qualified as a business man.

The moderate development of sympathy, together with the medium short back-head, indicates not only

a rather cold nature but considerable deficiency in judgment of men.

The least developed section of Mr. Wilson's cranium is the back, and especially the lower back-head. Here, of course, is repeated the indication of a rather unsocial nature. There is a fair development of the upper back, which indicates domestic tendencies and considerable devotion to his home and family. This, with his high ethical qualities and his mild temper, indicates that Mr. Wilson is doubtless ideal, in many ways, in his family life.

Forehead.—The forehead in this subject is medium round, indicating a scientific type of mind, with a considerable admixture of the inventive, constructive, creative talents. It is prominent in the lower half, showing again the scientific bent, as well as keen observation and practical insight, but is wide above rather than below, thus indicating literary and political talents rather than musical, mathematical and financial.

EXPRESSION

Mr. Wilson's expression is calm and serious. Note especially the long lines of the face, the long lines from the nose around the corners of the mouth, the firm-set lips, the clear, steady gaze of the eyes. All these are indications of honesty and sincerity of purpose, strength of character, and firmness.

CONDITION

So far as the photographs show us, the condition of Mr. Wilson's health, body, clothes, hands and mouth is good, as we should expect of a man of his

high ideals, refinement, practical intellect, and self-respect.

HANDS

The photographs do not show Mr. Wilson's hands well. But they are probably square, useful, motive, with a balance between the delicacy which we should expect on account of large admixture of the mental element and the ruggedness we should expect on account of his distinctly masculine proportions.

Fingers.—Mr. Wilson's fingers are probably short or medium short, indicating his desire to handle large and far-reaching affairs rather than mere details or narrow, petty, minor interests.

Thumbs.—It is difficult to determine from the photographs just what Mr. Wilson's thumbs are, but we should unquestionably find them comparatively large, low-set, square-tipped and so broad as to show a certain tendency toward paddle-shape. Such a thumb would seem to be required to indicate Mr. Wilson's practical, self-controlled, high-principled but somewhat dogmatic and obstinate nature.

VOCATIONAL ADAPTATION

In selecting a vocation Mr. Wilson should, first of all, see that his tasks call out the full powers of his remarkable intellect. These are unquestionably his greatest asset.

His work should also give full opportunity for him to express his idealistic ambitions and aspiring nature. Whatever he does should have in it very considerable elements of ethics, freedom, reform, uplift and education.

His vocation should also make much of his excel-

lent powers of expression, both in speaking and in writing.

He should also select a vocation which will permit him to lead, to exercise authority, to rule over and dominate others. He is a natural-born executive, especially in the administration of large, far-reaching, and important affairs.

On account of his deficiency in financial and commercial judgment, Mr. Wilson is not fitted for a business career. He should therefore seek a vocation in the realm of education, literature, or government rather than in the business world, or at least one in which all matters of finance and commerce may be left to others better qualified to administer them.

With all these facts before us, it is evident that Mr. Wilson's most promising opportunities are those of educator, writer, public speaker, and executive.

LESSON SEVENTEEN

DISEASE, CRIME, INSANITY AND OTHER DEFICIENCIES

Thanks to the general upward trend of evolution and to the law of the survival of the fittest, the great majority of all human beings is sane, healthy, decent, law-abiding, and intelligent.

By a beneficent law to which I have frequently referred in this course, the great majority of individuals is to be found at or near the average or normal point of every variable, and comparatively few far above or far below that point.

For example, nearly every human being has a medium degree of pigmentation. Approximately seven-eighths of all of the inhabitants of the world are what we should call yellow or brown and the remaining one-eighth extremely white or extremely black.

The same is true with regard to form and size. The vast majority of people vary moderately from the plane in form and the medium in height, while only a few are extremely convex or extremely concave or very tall or very short.

The same law operates with reference to structure, texture, consistency, proportion, expression and condition. In none of these variables do we find the majority of people at one or the other extreme, or both.

This law is graphically illustrated in Figures 209-

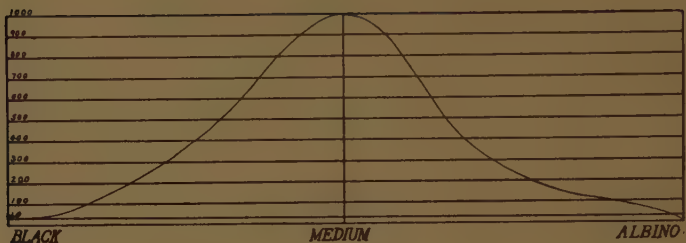


Figure 209.—Distribution of individuals on scale of pigmentation.



Figure 210.—Distribution of individuals on basis of height.

210. As will be seen, the curves in these figures indicate the number of individuals to be found at the different degrees of variation. The similarity in shape of these curves is striking. None are ever found to be of the shapes indicated in Figure 211.

Balanced Development Normal.—Since the foregoing is true, it is clear that, in the average normal person, no one quality, characteristic, or tendency is developed very far out of proportion to any other.

For example, in the average person the physical powers are not developed far beyond the mental powers; the appetites, passions and desires are not developed out of proportion to the intellect which controls and directs them; nor is the intellect developed far out of proportion to either the physical organism or the emotional nature.

This state of balance or comparative balance between the various forces of his being makes the average man healthy, decent, law-abiding, and in general a good, solid, substantial, desirable citizen.

It is true that the average man is faulty, that he is not a genius of intellectual power, that physically he is subject to a certain quota of aches, pains and illnesses, and that he is the victim to a certain extent of his appetites and passions.

But, viewing humanity as a whole, we find more health than sickness, more healthy people than invalids, more intelligence than stupidity, more wisdom than folly, and more of the kind, sympathetic, affectionate, patriotic, lovable qualities than of the selfish, mean, grasping, cruel and destructive qualities.

Fine Balance Desirable—Unbalance Undesirable.
—While this is the average man, this the vast ma-

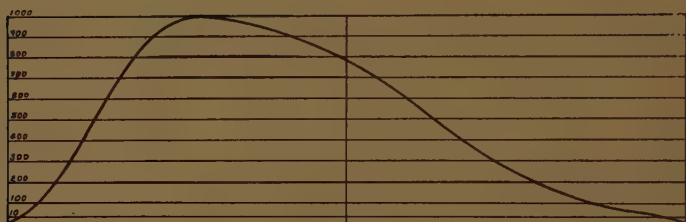


Figure 211.—No curve of distribution of human beings is of this form.

majority, according to the law already stated, a few individuals are far more intelligent, more sound, more healthy physically, and live in accordance with higher ideals ethically than the average, while a few are deficient and fall below the average physically, intellectually and morally.

In those who are greatly superior to the average we always find a finer and more perfect balance. Those who fall below the average usually fall below on account of a serious lack of balance.

Unbalance of Genius.—A few individuals in the course of the centuries have risen to prominence by reason of an excessive and brilliant development of some one faculty or quality. Such persons are well marked by their erratic natures and by the gross faults and failings which have accompanied their genius.

Lombroso, who made a most exhaustive study of insanity and crime, covering many years, has written a book ¹ in which he points out the many particulars in which what is called genius is identical with certain forms of insanity and crime.

Balance and Sanity.—The man who is normal and balanced thinks, speaks and acts in a normal, sane manner. He has his own peculiar aptitudes, traits, tendencies, preferences and other characteristics, and his thoughts, words, and actions are always in accordance with his own individual personality. But his personality, as indicated by his combination of variations under the nine fundamental variables, and his course of procedure can be predicated by the observant character analyst with a fair degree of confidence.

¹ Lombroso's "Man of Genius."

Unbalance, Eccentricity and Crime.—On the other hand, the unbalanced individual is liable to sudden, freakish, unexpected behavior. Nothing can be predicated of him except that he is liable at any moment, in response to any stimulus, to do the unusual, the grotesque, the eccentric, or the downright criminal thing.

In many cases, it is true, the character analyst knows that any criminal act, when it is performed, will be of a certain definite nature. For example, the criminal with the wide head, red hands, short nails, clubbed thumb, motive type, coarse texture, is liable to commit crimes of violence, such as murder, assault, robbery, and destruction of property; while the criminally inclined of the mental type, concave form, fine texture, long fingers, white hands, narrow head, is more likely to commit crimes requiring skill and cleverness in planning, such as counterfeiting, forgery, pocket-picking, etc.

While, therefore, a knowledge of the indications under the nine variables is of great value to the character analyst in dealing with the defective, he must have some further knowledge and must apply some additional principles in order to know those who are deficient and unbalanced when he meets them.

It is the purpose of this lesson briefly to instruct you in the indications of disease, crime, insanity, imbecility, and other forms of deficiency and lack of balance.

DISEASE

In Lesson Twelve on Condition you learned how to detect disease and, to a certain extent, predisposition to disease. Here, however, we shall deal not

only with disease and predisposition to it, but with forms of physical deficiency which can scarcely be classed as disease.

Extremes Indicate Weakness.—In the first place, any marked departure from the normal in color, form, size, structure, texture, consistency and proportion must be considered as a physical deficiency. The albino suffers from defective eyesight, oftentimes from defective hearing, and is exceedingly unstable and unreliable physically. In the same way, the black, black negro falls far below the average physical standard in many ways. He is exceedingly sensitive to cold, is often weak and clumsy muscularly, and is especially liable to pneumonia, bronchitis and tuberculosis.

In the same way, it would be easy to show how either extreme of all the other variables indicates physical deficiency. The exceedingly convex individual lacks endurance. The exceedingly concave individual lacks energy. The exceedingly large man suffers from a disease of one of the ductless glands, as does also the dwarfed man. The extreme mental type is weak physically. The extreme motive type is weak mentally; while the extreme vital type is suffering from an actual disease of the nervous system, producing obesity.

In addition to these unbalanced conditions, physical deficiency is indicated by other easily-read, external signs. You have already learned that a deficient nose, a cramped, narrow chest, and round shoulders show inactive lungs, and therefore lungs which are predisposed to disease.

You have also learned that the condition of the mouth and the cheeks outward from the mouth is an

indication of the natural vigor and health of the stomach. The heart's vigor is shown by the development of the chin and the state of circulation by the color of the skin, especially in the palms of the hands, and in the nails.

The condition of the brain is shown in the eyes, whether they are stupid, dull and listless or excessively bright, staring, twitching and restless. The condition of the nerves is shown in the eyes, in the hands, fingers, and in the nails.

The skin is an excellent index of health. Skin which is greasy, cloudy, blotched, rough, wrinkled, pale, yellow, blue, or in any other way different from the smooth, firm, elastic, clear, slightly moist and fairly warm skin of the normal person, is a certain indication of physical deficiency of some kind.

Deformities indicate physical weakness in accordance with the degree of malformation. Great emaciation and great obesity are both indications of physical unbalance.

Any excessive development in a man or a woman of characteristics of the opposite sex is also an indication of abnormality: such as beardlessness in men and beards in women, feminine voices in men and heavy, masculine voices in women, large breasts in men or flat and deficient breasts in women.

Very small chins or foreheads; protruding eyes; swollen neck; crooked, crowded, decayed, deformed teeth; darkened skin around the eyes; thin, dry hair; bad breath; trembling or unsteady hands; and shortness of breath are all indications of physical weakness.

All of these physical deficiencies indicate weakness and predisposition to disease. *They also indicate*

mental and moral weaknesses and deficiencies. The mind cannot be normal unless the body is normal. Just what form these mental and moral deficiencies will take depends upon other indications and upon the extent of the physical unbalance. In some cases they will amount to nothing more than amiable eccentricities; in other cases to insanity, imbecility, or crime.

CRIME

In an important sense of the word that which we call crime is a product of civilization. Amongst savages murder, rape, robbery, deception, fraud, and deeds of violence generally are regarded not as criminal but as indications of virtue, unless they happen to be contrary to tribal tradition.

Interdependence of Civilized Men.—In civilized nations the structure of society is far more complex, and the interdependence of members of society is so much greater that peace and safety depend upon a high degree of mutual confidence and coöperation. In such a state of society, therefore, the individual who commits murder, rape, assault, robbery, theft, fraud or any other crime is a menace, is anti-social, and is out of his true environment. Such an individual belongs in a savage tribe.

Classes of Criminals.—According to Havelock Ellis, Lombroso and other criminologists, those who commit crime belong in several classes. Some are born criminals, are instinctive criminals. They begin a life of crime in their earliest years and seem to be utterly lacking in moral sensibilities.

Another class is that called occasional criminals. These are persons who differ principally in degree

from the instinctive or born criminals. They are more nearly the balanced or normal type but have criminal tendencies which upon temptation and provocation come to the surface. Our crude and antiquated penal methods which make our so-called reformatories and our prisons schools of crime, usually succeed in turning the occasional criminal into an habitual criminal.

Still another class is composed of those who, through insanity, imbecility, epilepsy, hysteria, alcoholism, drug poisoning, and other causes, become morally irresponsible.

Still another class are called criminals of passion. These sometimes are people of the highest and finest sensibilities who in a moment of extreme emotion commit crime. Such are those who murder oppressors or slay the violators and betrayers of womanly virtue.

Indications of Criminal Tendencies.—While criminals may thus be classified, the indications of crime and of a tendency to crime are much the same for all classes, with the exception of the last.

There is a belief on the part of many people that there is a distinct *criminal type*. This is not true. There is no criminal type, nor are the physical indications usually called criminal reliable guides to judgment.

The truth is that crime as well as physical deficiency accompanies *lack of balance*. Not that a slight departure from balance is indicative of a criminal tendency, nor that a serious departure from balance is a sure indication, but that, without exception, every criminal is unbalanced in some or in many particulars, and to a greater or less degree. In

other words, while every unbalanced person is not a criminal, every criminal is unbalanced.

Disease and Crime.—Since physical deficiency and crime, therefore, are both results of unbalance, it follows that physical deficiency and crime almost invariably accompany each other in the same individual. While there are many physically deficient individuals who are not criminals, it is almost impossible to find a criminal who is not physically deficient, and many of them are not only predisposed to disease but are actually ill. I am told that there have been criminals in perfect health, but I have never seen one who was.

Observation of many thousands of criminals by Lombroso, Havelock Ellis, Ferri and many other criminologists has resulted in the establishment of certain stigmata or marks of criminal tendencies. No one of these marks necessarily indicates a criminal. Not even a number of them in one individual necessarily indicate a criminal. The presence, however, of any very large number of them in any one person should be presumptive evidence of at least a tendency toward crime.

According to Lombroso,² the following are the criminal marks:

(1) Excessively large or excessively small skull; excessively round skull; roof-shaped or keel-shaped skull; asymmetrical skull, that is, a skull larger or differently shaped on one side than on the other; narrow and receding forehead; low head.

(2) Excessive development of the *frontal sinus*. The frontal sinus is an air chamber between the lay-

² "Criminal Man According to the Classification of Cesare Lombroso," by Gina Lombroso Ferrero.

ers of the skull, located just above the eyes, usually coincident with the eyebrows, as shown in Figure 217. This sinus is very large in apes and savages as well as in many criminals.

(3) Face larger in proportion to the cranium than in the normal man. Projection of the lower portion of the face beyond the forehead, or prognathism, as shown in Figure 232. Projection of the lower teeth and jaw beyond the upper.

(4) Abnormally large jaws and cheek bones.

(5) Eyes and ears asymmetrically placed and unequal in size.

(6) Nose turned sharply to one side.

(7) Drooping of the eyelids or one eyelid.

(8) Strabismus or cross-eyes.

(9) Different color of the iris in each eye.

(10) Oblique eyelids.

(11) Abnormally large or abnormally small ears; ears standing out from the head; misshapen, flattened, crumpled and otherwise malformed ears.

(12) Unusually large or unusually small nose; twisted, snubbed, flattened nose, or hook-beaked nose; huge, swollen nose.

(13) Fleshy, swollen, protruding lips; hare lip; cheek pouches; cleft palate.

(14) Exceedingly large incisor or canine teeth; teeth showing gaps next to the upper canines into which the lower canines fit; crooked, crowded, protruding, badly decayed teeth.

(15) Excessively small and receding chin or excessively long, heavy chin; short or flat chin—a simian characteristic.

(16) Excessive wrinkling of the face, even in the comparatively young, especially wrinkling of the

forehead, the root of the nose, the eyes and the mouth.

(17) A scanty or missing beard in man—bearded lips and cheeks in woman; bushy eyebrows meeting across the nose; excessive hair on the body.

(18) Large breasts in men; deficient breasts in women.

(19) Excessive length of arms compared with legs and total height.

(20) Too many or too few fingers or toes; too long or too short fingers.

Lombroso observes:³ “Those guilty of crimes against the person have short, clumsy fingers and especially short thumbs. Long fingers are common to swindlers, thieves, sexual offenders, and pick-pockets.”

This is in accordance with our observations that short fingers are an indication of impulsiveness and short thumbs of a lack of self-control; while long fingers are an indication of attention to detail, and selfishness.

(21) Lombroso also observes that criminals often have fewer principal lines on the palm of the hand than the normal person.

(22) Long toes set wide apart and more mobile than the average; a flat foot; a tendency to left-footedness and left-handedness.

(23) Insensibility to pain; obtuseness in the sense of touch; excessive sensibility to changes in the weather and the temperature.

(24) Agility without strength.

(25) Excessive pallor of skin, especially a kind of gray, muddy, unpleasant pallor.

³ Lombroso's “Criminal Man,” page 20.

(26) Tattooing of various parts of the body.

(27) Havelock Ellis observes that the sugar-loaf shaped head is one mark of criminal tendencies. This is the head which is low in the forehead and flat at the back but exceedingly high and somewhat pointed in the crown, as shown in Figure 214.

Let me warn you again most emphatically not to consider any one, or even two or three, of these marks as reliable indications of criminal tendencies. They are, it is true, indications of a lack of balance, and their possessors will manifest this lack of balance in some way. When, however, you observe an individual who possesses many of these indications, you may be certain that his lack of balance is considerable and possibly criminal.

Expression of Criminals.—Criminal tendencies are perhaps more easily observed in expression than in any other way. Expressions of ferocity, brutality, viciousness, furtiveness, and passion, after a little observation, become unmistakable and, when associated with a number of these marks of criminal unbalance, are safe and certain indications.

INSANITY AND IMBECILITY

Insanity, imbecility, idiocy, hysteria, epilepsy, alcoholism, and drug poisoning are closely allied to disease and crime. Nearly all of these have their causes in physical deficiencies or pathological conditions. Many crimes are committed because of them.

Degrees of Insanity and Mental Unbalance.—Insanity takes many forms and occurs in many degrees. The line of demarcation between insanity and sanity is so vague and so indistinct that not even experts

can agree in regard to it. Insanity may manifest itself only in some slight peculiarity or eccentricity of speech or behavior or it may result in the foulest and most indescribable crimes of violence.

Imbecility ranges from a slight mental backwardness and unreliability of judgment to total mental eclipse.

Hysteria and epilepsy may differentiate their victims from the normal so slightly that their condition is almost unnoticeable, or they may result in violent mental and moral disturbances.

Alcoholism and drug poisoning are very insidious in their beginnings and are practiced to a mild degree by many normal or almost normal persons. On the other hand, they frequently deaden the intellect and moral sensibilities of their victims, ending in crime and death.

It is not difficult to detect any of these abnormalities when they occur in excessive degree. The difficulty is in discovering them when they are only incipient or present only in a slight degree.

How to Detect Unbalance.—Perhaps the best and most reliable of all methods of detection, and yet one which must be used with judgment and discrimination, is an observance of the words and actions of the individual.

Sane, normal behavior of civilized human beings occurs within comparatively narrow limits. There are certain conventional and traditional grooves in which the average normal individual runs. Any departure from these should be regarded with suspicion. To be sure, there are many extremists, radicals, eccentric individuals, unconventional people, geniuses and others who say and do unusual and

unexpected things but who are neither criminal, insane nor imbecile. Nevertheless these people are unbalanced to a greater or less extent and the indications of their unbalance may be easily observed by the character analyst.

Many of these cases of peculiarity and eccentricity develop until they become actually insane.

Language of The Eyes.—Another indication of insanity and imbecility, as I have instructed you in a previous lesson, is to be found in the eyes. If the eyes are dull, listless, stupid looking, unresponsive, there is either temporary or permanent mental inactivity which may amount to imbecility or idiocy.

When the eyes are restless, twitching, the eyelids wink too rapidly and too frequently, there is unquestionably mental disturbance of some kind which indicates at least temporary trouble, and may indicate a tendency toward insanity.

Excessively bright, wildly staring, wide open eyes indicate intense mental excitement which may be only temporary or which may be an indication of insanity.

Unbalance in Speech and Action.—People who talk too much, wildly, boastfully and incoherently; people who are sullen, morose, gloomy and taciturn; those who are unduly suspicious, especially those who suspect others of hostility and persecution without foundation; individuals who pass rapidly from one excess of emotion to another, like a child laughing through his tears; those who are subject to violent anger upon the slightest provocation; those who exhibit unusual vindictiveness and desire for revenge; people who are extreme and fanatical in their religion, especially those who claim to have communication with the Deity or the devil or feel that they

have committed an unpardonable sin are all to be suspected of mental unbalance.

I once attended a meeting of a peculiar and extremely fanatical religious sect. There were probably 1,100 or 1,200 persons present. I sat where I could observe the faces of nearly all of these, and never have I seen so many unbalanced faces in one congregation. Some had excessively high foreheads; others too low. Some had excessively large eyes; others too small eyes. There were huge noses and infantile noses. There were large mouths, twisted mouths, compressed mouths, and open mouths. There were people with almost no chin and people with huge chins. There were staring eyes, dull eyes, unsteady eyes, and blank eyes. In the entire audience there was scarcely anyone who was not marked by some one or more unbalanced, abnormal features.

Cause of Alcoholism.—Alcoholism is far more often an effect than a cause. People who are physically deficient, and especially those who are deficient in digestive, assimilative and nutritive power, fall easy victims to alcoholism. Because they are weak and poorly nourished and lack vitality and energy, they seek the false strength and energy which they seem to feel when intoxicated.

Addiction to narcotic drugs, in the early stages of the habit almost imperceptible, later indicates itself by excessive pallor of the skin, deep lines in the face, and a dark, steely-blue appearance of the skin about the eyes.

It is difficult to describe the effects of drugs upon the face and features, but once you have learned them by observation you will make few mistakes.

THE PROBLEM AND ITS SOLUTION

The problem of disease, crime, insanity, imbecility, alcoholism, pauperism, drug poisoning, and all other such physical, mental and moral deficiencies is one of the most difficult and the most important that civilization has to solve.

Value of a Human Life.—All of these deficiencies are classed together because they belong together. They spring from a common cause and lead to a common effect, namely, human waste.

Every normal human life is worth thousands of dollars in actual commercial value to civilization and to the people as a whole. Besides this commercial value, it has other values far greater, not measurable in dollars and cents.

When, therefore, any human being is deficient, when the value of his personality is partly or wholly nullified by disease, crime, insanity or any of their attendant ills, the loss to himself and to society is great. In case his deficiency is marked in character, he not only ceases to be a valuable member of the community but becomes an expense, and sometimes an exceeding great expense.

The Greatest of All Wastes.—There are heavy direct losses due to murder, theft, arson and other such crimes. The maintenance of jails, prisons, reformatories, hospitals, asylums, courts, the police and other attempted means for preventing and punishing crime, reforming criminals, caring for invalids, feeble-minded and insane costs society, in the aggregate, many hundreds of millions of dollars annually.

In addition to these losses, there is the potency

of all these ills to perpetuate themselves. Disease and tendency to disease are both hereditary and contagious. The criminal father and mother beget criminal, insane, and imbecile children. Older criminals corrupt and degrade the youth. The exploitation of crime and criminals in our newspapers and fiction inflames the weak and impressionable minds of many, and thus produces more criminals.

Insanity, epilepsy, alcoholism and feeble-mindedness—or at least predisposition to them—are all hereditary.

Ignorance and Superstition in Dealing with Problem.—Notwithstanding the fact that humanity has had this problem to deal with from the very beginning of organized society, and notwithstanding the momentous importance of it, there is perhaps no problem about which humanity is more ignorant and into which so much of superstition, error and folly has crept.

Less than a century ago England was punishing her insane as malefactors and subjecting them to imprisonment and torture. It is scarcely more than a century ago when there were considerably over a hundred crimes in England punishable by death, and amongst them was so-called witchcraft. The American colonies also have a blot upon their escutcheon of the same kind.

The treatment of the insane has improved somewhat since those times and there is considerable improvement in the treatment of criminals. Nevertheless the old idea of revenge still underlies practically all of our treatment of criminals.

The Criminal, Not the Crime, Important.—Notwithstanding our centuries of advance in civilization,

we punish for the crime instead of dealing with the criminal according to his needs as a human being. A mere boy is sentenced to ten years in the penitentiary for committing some act into which far more of ignorance than of viciousness enters, while a hardened and habitual old criminal is sent to the workhouse for thirty days because the particular offense for which he was arrested happens to be a minor one.

If the boy has possibilities of social value he ought to be given an opportunity to gain the needed knowledge and to develop the needed qualities, no matter what may have been his crime. If the old criminal is an instinctive or habitual criminal he is a menace to society and ought to be restrained permanently, no matter what his immediate offense.

Change of Mental Attitude Needed.—These reforms, the need for which is clear to any logical mind, can never be brought about, however, until two fundamental changes have taken place in the social mind and conscience:

First, society must cure its conscience of the fallacy that it must have revenge in some form of death, imprisonment, or fine for infraction of its laws;

Second, society must cure its mind of the ignorant error that the criminal is himself to blame for being a criminal.

Your studies in *Character Analysis* have revealed to you the truth that every man is what he is very largely because of his heredity and early environment.

Early Neglect a Cause of Crime.—A study of the life history of thousands of criminals, insane persons, alcoholics, drug victims, and other defectives

has shown conclusively that their physical and mental deficiencies are the result partly of criminal, alcoholic, feeble minded or insane parentage or of neglect and insufficient nourishment during infancy. Usually these two causes work together.

Some of the closest students of this problem maintain that, if every child born into the world were to be properly fed, clothed and trained during the first decade of its life the problems of crime, pauperism and insanity would practically disappear. This, of course, can be only an opinion based upon such facts as are obtainable. It is true, however, that even a cursory observation of the inmates of any prison or insane asylum shows a great preponderance of those bearing the marks of early neglect and lack of nutrition.

Need of Knowledge and Common Sense.—As an individual you have learned not only from this lesson but from all of your studies in this course in Character Analysis by the Observational Method that it is a serious mistake and a grave injustice to expect of yourself, or of any other human being, that which neither of you are able to give.

It is a serious error of judgment, and one which is liable to result disastrously to all concerned, to place in a position of responsibility one who is incapable of bearing such responsibility.

It is unjust and oftentimes disastrous to place a man or woman who is weak and defective in the way of temptation. Such people are not normal. They are not balanced. They are incapable of protecting themselves from themselves. They should never be given the key to the cash box or the combination of the safe. And yet this is always and everywhere

being done by those who are ignorant of human nature.

One of the most inexcusable pieces of folly is that of entrusting anything of value to a person known to be dishonest. You have often heard people say: "I knew he was a crook. I knew he was stealing from other people. But he was such a good friend of mine I never supposed he would steal from me."

Perhaps it is needed experience that those who are so credulous and foolish as this should lose, but it is a pity that temptation should be placed in the way of those who are weak.

Observe carefully those with whom you deal. Be on the lookout for unbalance and marked deficiencies of any kind.

Protect yourself and the interests entrusted to your care by keeping the unfit from positions of trust and responsibility. And, what is more important, perhaps, protect the weak from their own weaknesses by expecting of them only what you know they are able to give.



Figure 214.
Sugar-loaf head.



Figure 215.
Roof-shaped head.

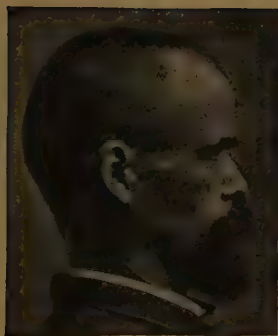


Figure 216.
Head too large for face.



Figure 217.
Frontal sinus prominent.

SOME UNBALANCED HEAD SHAPES

Illustrations by courtesy of Grafton Publishing Co. from "The Bertillon System of Identification"



Figure 218.
Excessive nose section.



Figure 219.
Prominent brows.



Figure 220.
Erratic nose.



Figure 221.
Erratic nose.

SOME UNBALANCED FEATURES

Illustrations by courtesy of Sealfield Publishing Co. from "The Bertillon System of Identification"



Figure 222.
Receding convex chin.



Figure 223.
Chin too large and prominent.



Figure 224.
Nose and chin out of balance.



Figure 225.
Nose and chin too large.

SOME UNBALANCED CHINS

Illustrations by courtesy of Saalfeld Publishing Co. from "The Bertillon System of Identification"



Figure 226.
Upper lip too short.



Figure 227.
Mouth too small.



Figure 228.
Mouth compressed.



Figure 229.
Mouth too loose.

SOME UNBALANCED MOUTHS

Illustrations by courtesy of Saalfield Publishing Co. from "The Bertillon System of Identification"



Figure 230.
"Sway-backed" nose.



Figure 231.
Short, low nose.



Figure 232.
Deficient nose, prognathous
jaw.

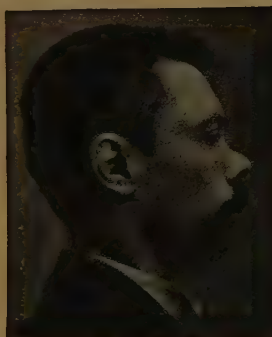


Figure 233.
Deficient nose.

SOME UNBALANCED NOSES

Illustrations by courtesy of Saalfield Publishing Co. from "The Bertillon System of Identification"

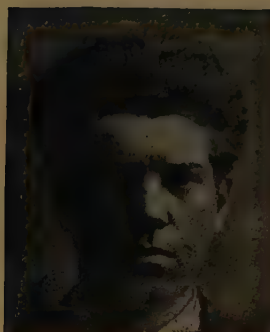


Figure 234.
Narrow low forehead.



Figure 235.
Excessively wide low forehead.



Figure 236.
Low forehead.

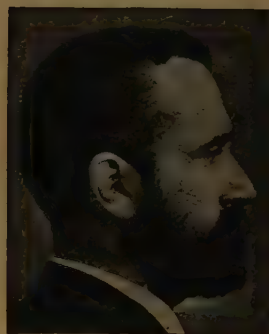


Figure 237.
High forehead.

SOME UNBALANCED FOREHEADS

Illustrations by courtesy of Saalfield Publishing Co. from "The Bertillon System of Identification"



Figure 238.
Excessively shrewd eyes.



Figure 239.
Asymmetrically drooping
eyelids.



Figure 240.
Secretive eyes.



Figure 241.
Asymmetrical eyes and face.

SOME UNBALANCED EYES

Illustrations by courtesy of Saalfield Publishing Co. from "The Bertinon System of Identification"



Figure 242.
Nose too high at root.



Figure 243.
Head too large for face.



Figure 244.
Nose too high in bridge.



Figure 245.
Eyes too close together.

SOME UNBALANCED FEATURES

Illustrations by courtesy of Saalfeld Publishing Co. from "The Bertillon System of Identification"

